

COMMONWEALTH of VIRGINIA

Department of General Services

Division of Purchases and Supply

1111 East Broad Street
P.O. Box 1199
Richmond, Virginia 23218-1199
(804) 786-3842
FAX (804) 225-3707

NOTICE OF CONTRACT EXTENSION

DATE: **March 30, 2010**

CONTRACT NO.: **E194-10018-1**

COMMODITY: **Emergency Standby Services**

AUTHORIZED USER: **Virginia Department of Emergency Management (VDEM)**

EFFECTIVE DATE: **April 1, 2010 through September 30, 2010**

CONTRACTOR: **Garner Environmental Services, Inc.**

THE PRICES, TERMS, AND CONDITIONS REMAIN THE SAME.

The above contract has been extended for 6 months (September 30, 2010).

By: /s/ Cynthia W. Wilson
Cynthia W. Wilson, MBA, CPPO, CPPB, VCO
Statewide Contract Officer
DGS/Division of Purchases & Supply
1111 East Broad Street
P. O. Box 1199
Richmond, Virginia 23218-1199
Cindy.Wilson@dgs.virginia.gov
Phone: (804) 786-3853
Fax: (804) 786-0223



COMMONWEALTH of VIRGINIA

Department of General Services

Division of Purchases and Supply

1111 East Broad Street
P.O. Box 1199
Richmond, Virginia 23218-1199
(804) 786-3842
FAX (804) 225-3707

March 16, 2010

Mr. Keith Laub
Garner Environmental Services, Inc.
1717 W. 13th St
Deer Park, Tx 77536

Dear Mr. Laub:

I left a voice-mail message for you today. The message subject was regarding the Commonwealth of Virginia's (COV), intention on behalf of the Virginia Department of Emergency Management (VDEM) in extending the current term contract E194-10018 for Emergency Standby Services (ESS), for a time period of the earlier of 1. Six month extension; 2. Upon execution of a renewal contract, or 3. The award of a new contract, resulting from a re-solicitation for Emergency Standby Services.

Upon your agreement to extend the current contract for 6 months or less (as described above), under all of the current terms, conditions and pricing, for Emergency Standby Services, kindly sign, date, print your name and list your title at the spaces below. Your signature below affirms that Garner Environmental Services, agrees to enter into an additional six month or less period (as described above), under all of the current terms, conditions and pricing, for Emergency Standby Services.

Please fax *no later than COB Friday, March 18, 2010*, to my attention at fax number: (804) 786-0223, and send me the original, signed copy through the mail.

Thank you very much. We look forward to working with your firm.

Sincerely,

/s/ Cynthia W. Wilson

Cynthia W. Wilson, MBA, CPPO, CPPB, VCO (Cindy)
Statewide Contract Officer
DGS/Division of Purchases & Supply
1111 East Broad Street
P.O. Box 1199
Richmond, Virginia 23218-1199
Cindy.Wilson@dgs.virginia.gov
Phone: (804) 786-3853
Fax: (804) 786-0223

Michael E. Attaway, Jr.

(Signature and date, Mr. Michael E. Attaway, Jr.) by permission Beltek Rison
Executive Vice President

(Printed name and title at Garner Environmental Services, LLC)

Cindy Wilson

From: klaub [klaub@garner-es.com]
Sent: Friday, March 19, 2010 11:01 AM
To: 'klaub'; Cindy Wilson
Cc: Paul Higgins; 'Sandy Reily'; 'Maria Parras'; 'brisner'; 'Ed Crook'
Subject: RE: Garner VDEM six month extension starting 4-1-10
Importance: High
Attachments: Garner VDEM ESS 040110 thru 093010 Executed Extension 031910.pdf

Ms. Wilson,

Attached is the requested and executed Garner VDEM Emergency Support Services six extension. Please feel free to contact Garner if we can be of additional service. A copy will also be faxed to the number referenced in the extension. Have a good weekend.

Keith B. Laub V.P.
 Disaster Response - Operations
 (918) 230-4900

From: klaub [mailto:klaub@garner-es.com]
Sent: Wednesday, March 17, 2010 2:44 PM
To: 'Cindy Wilson'
Cc: 'Paul Higgins'; 'Sandy Reily'; 'Maria Parras'; 'brisner'
Subject: RE: Garner VDEM six month extension starting 4-1-10
Importance: High

Ms. Wilson,

I left you a detailed voicemail requesting the opportunity to speak with you regarding the request for extension received yesterday as it poses some questions for discussion:

1. The request asks for submission by Friday March 18th (Thursday is the 18th).
2. Request is for six months or earlier predicated on the three conditions outlined in the letter, however;
3. The original contract stipulates one (1) year extensions (Section G, p. 7) with the allowance for price escalations not to exceed the, "*Consumer Price Index - Commodity and Service Group, Transportation Services category of the CPI-W section of the CPI of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.*" (Section G.1., p. 7) of which Garner has raised its prices, but they are less than the CPI stated.

On a final note, the signatory would be Mr. Mike Attaway, Executive Vice-President. Please call me at your earliest convenience to discuss the matter and if your schedule prohibits our being able to discuss the matter prior to Thursday, March 18th; we ask for a two-day extension post-discussion to finalize the matter. The below number is the best way to get in touch with me.

Respectfully,

Keith B. Laub V.P.
 Disaster Response - Operations
 (918) 230-4900

From: Cindy Wilson [mailto:Cindy.Wilson@dgs.virginia.gov]
Sent: Tuesday, March 16, 2010 5:46 PM
To: klaub

3/24/2010

Cc: Paul Higgins

Subject: Garner six month extension starting 4-1-10

**COMMONWEALTH OF VIRGINIA
STANDARD CONTRACT**

Contract Number: E194- 10018-1

This contract entered into this 9th day of April 2007, by Garner Environmental Services, Inc., hereinafter called the "Contractor" and Commonwealth of Virginia, Department of General Services, Division of Purchasing & Supply called the "Purchasing Agency."

WITNESSETH that the Contractor and the Purchasing Agency, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

SCOPE OF CONTRACT: The Contractor shall provide the goods/services to the Purchasing Agency as set forth in the Contract Documents.

PERIOD OF PERFORMANCE: From April 9, 2007 through March 31, 2010.

The contract documents shall consist of:

- (1) This signed form;
- (2) The following portions of the Request for Proposal dated December 7, 2006:
 - (a) The Statement of Purpose & Needs
 - (b) The RFP definitions and Terms
 - (c) The General Terms and Conditions,
 - (d) The Special Terms and Conditions together with any negotiated modifications of those Special Conditions;
- (3) The Contractor's Proposal dated January 19, 2007 and the following negotiated modifications to the Proposal, all of which documents are incorporated herein.
- (4) Negotiations held on March 26, 2007, it was agreed that during an emergency, in most cases, Garner will make a person available to be at the VEOC at no charge to the Commonwealth, until the contract is activated, upon which time that person, or persons, will become billable, that the initial pricing will be firm for the first 3 years of the Contract and that additional renewals will be held to increases per the CPI-W index for Transportation Services. The word will is a mandatory incurred obligation of the Division of Purchases and Supply.
- (5) Garner Email "Virginia Base Camp Commodities" Dated ~~April 26, 2007~~ ^{March 26, 2007} CWV 412810
(quite sure should be March not April)
- (6) Note: This Contract does not cover debris removal.

IN WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound thereby.

CONTRACTOR:

PURCHASING AGENCY:

Name: Garner Environmental Services, Inc.

Commonwealth of Virginia,
Department of General Services
Division of Purchases and Supply

By: *Otis Chambers*

By: *Robert A. Tantis*

Title: *VP*

Title: Statewide Commodity Contract Officer

Note: This public body does not discriminate against faith-based organizations in accordance with the Code of Virginia, § 2.2-4343.1 or against a bidder or offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment.

Robert Parolisi

From: Debbie Smith [dlsmith@garner-es.com]
Sent: Thursday, March 01, 2007 6:46 PM
To: Kenny Hayes; Deborah C. Turck; Bob Stufflebeem; John Sheppard; Robert Parolisi
Cc: John Temperilli
Subject: Garner Environmental Services Inc - Revised Disaster Response Rate Schedule

Good Afternoon,

Please find attached our Revised Disaster Response Rate Schedule. All of the changes have been highlighted for your convenience. Items with updated rates are highlighted with blue. New items are highlighted with green. If you have any questions, please give John or myself a call.

Thank You!

Debbie Smith
Disaster Response
Garner Environmental Services Inc
1717 West 13th Street
Deer Park, Tx 77536
Phone (281) 930-4421
Nextel (281) 303-9684
Fax (281) 478-0296
www.dlsmith@garner-es.com

*Garner
Revised
Pricing*

GARNER ENVIRONMENTAL SERVICES, INC.

**1717 West 13th Street
Deer Park, Texas 77536
(281) 930-1200
(800) 424-1716**

**DISASTER RESPONSE RATE SCHEDULE
DOMESTIC
For Government Agencies ONLY**

Corporate	Disaster Response Rate Schedule Domestic For Government Agencies ONLY	Schedule
Operations		Revised November 2006

Tables of Contents

Automotive Equipment	ii
Equipment Decontamination / Washout	ii
Haz-Mat Rates	ii
Insurance.....	ii
Personnel	ii
Replacement of Damaged or Contaminated Equipment.....	ii
Roll-Off Boxes	ii
Subcontract Services	iii
Taxes.....	iii
Place of Performance	iii
Terms	iii
Travel, Lodging and Per Diem.....	iii

EQUIPMENT

Generators, Light Towers.....	1
Pumps, Hoses, Fittings.....	3
Miscellaneous (Tents, Modular Units, Etc.).....	4
Water & Ice.....	4
Coolers & Freezers.....	4
Heavy Equipment.....	5
Chillers, Warmers, Air Handling Equip.....	6
Field Catering Equipment.....	7
Personnel.....	8
Transportation & Other.....	9
Field Invoice Summary	10

GARNER

Corporate	Disaster Response Rate Schedule Domestic For Government Agencies ONLY	Schedule
Operations		Revised November 2006

Automotive Equipment

Automotive Equipment Hourly Rates charges are portal to portal. A four (4) hour minimum time will be charged on all call-outs. A mileage charge of \$0.50 per mile after the first 50 miles will be added for all automotive equipment, except for automobiles and pick-up trucks which will have a mileage charge of \$0.445 per mile added where applicable.

Equipment Decontamination / Washout

Time and Material charges are portal to portal and will continue through decontamination and/or washout of any and all equipment used on the job.

Haz-Mat Rates

Haz-Mat rates will be charged when the material being dealt with has a hazard rating of two or greater on the NFPA 704 labeling system or hazardous material identifying system, or if a job requires the use of respiratory protection.

Insurance

The rates in this RATE SCHEDULE include insurance coverage for Worker's Compensation, General Liability, Pollution and Automobile Liability. A Certificate of Insurance will be forwarded upon request. These rates do not include work performed under the U.S. Longshoremen's and Harbor Workers Act (33 USC ss 901-950). For work performed under this statute, an additional 69% surcharge per \$100.00 of wages will be assessed on labor **only**.

Personnel

All labor charges will be in accordance with Garner Environmental Services, Inc. service receipts. Charges for personnel are portal-to-portal. Garner Environmental Services, Inc. will invoice for personnel and the time required to mobilize, service, repair, and restock all vehicles and equipment used in the performance of the services for customer. Overtime for personnel will be charged at time and a half between 1600 (4:00 pm) through 0730 (7:30 am) Monday through Thursday; weekends from 1600 (4:00 p.m.) Friday through 0730 (7:30 am) Monday, unless personnel are working a scheduled shift. **DOUBLE TIME RATES** will be charged for all National Holidays. **4-Hour Minimum Service Charge On All Labor Call-Outs.**

In the event Garner Environmental Services, Inc. responds to a request from Customer and/or on behalf of Customer for record gathering and/or litigation support services, Customer will pay for personnel provided and/or requested in the amount corresponding to the personnel designation in the rate sheet.

Replacement of Damaged or Contaminated Equipment

If, during performance of a service and/or services for a customer, equipment and/or material sustain damage which renders the equipment and/or material beyond repair or renders decontamination impossible, said equipment and/or material will be subject to a replacement charge at Garner Environmental Services, Inc.'s cost plus 15% unless said damage was sustained as a result of misuse by Garner Environmental Services, Inc. personnel.

Roll-Off Boxes

Roll-Off Box delivery and pickup charges vary according to the distance from the site location. The cost for roll-off box liners is \$50.00 each. Box Liners are not mandatory, but if the Roll-Off Box requires cleaning at the end of the rental period, the customer will incur the cleaning charges.

Corporate	Disaster Response Rate Schedule Domestic For Government Agencies ONLY	Schedule
Operations		Revised November 2006

Subcontract Services / Third-Party Services

When Garner Environmental Services, Inc.'s equipment is available, Garner Environmental Services, Inc. will use and bill Customer for said equipment at rates published in the rate schedule. For any item that is identified on Garner Environmental Services, Inc.'s rate sheet and which Garner acquires through or from a third party vendor or supplier, Customer will pay to Garner Environmental Services, Inc. the higher of Garner Environmental Services, Inc.'s rate or Garner Environmental Services, Inc.'s cost plus a 15% handling charge.

A 15% handling charge will apply and be invoiced for all shipping and transportation of equipment, materials and goods regardless of whether such equipment, materials and goods appear on Garner Environmental Services, Inc.'s rate schedule. In addition, for all items not listed on Garner Environmental Services, Inc.'s rate schedule, including but not limited to personnel, equipment, materials and goods, laboratory services, testing services, damage waivers and/or other services, said items will be billed at Garner Environmental Services, Inc.'s cost plus a 15% handling charge.

Cost, as used herein, is defined as the amount invoiced to Garner Environmental Services, Inc. by a third-party supplier of material and/or goods and/or material and/or labor and/or equipment and/or services.

Taxes

All domestic federal, state and municipal taxes, except income taxes and ad-valorem taxes, now and hereinafter imposed with respect to services rendered, to rental equipment, to the processing, manufacture, repair, and to the delivery and transportation of equipment and supplies will be added to and become part of the total price payable by the Customer. If a Customer claims an exemption from payment of Sales and Use Tax, the Customer will be required to render an Exemption Certificate or a Resale Certificate to Garner Environmental Services, Inc. for said exemption to apply to the services rendered. If for any reason the services rendered result in the assessment of foreign income taxes, excise taxes, or other fees alleged as owing to a foreign state or government, the Customer will pay directly the amount of any assessment or fee. In the event Company pays any such foreign tax or fee directly, Customer will promptly reimburse Company for same.

Terms

The term of payment for all invoices is *Net 30 Days from the date of invoice in United States Dollars (US \$) unless prior arrangements have been made*. The balance of any invoice not timely paid will accrue a finance charge computed at the periodic rate of one and one-half percent (1.5%) per month (18% per annum) beginning on the first day of the first month following any delinquency. Customer is obligated to make payment to Garner Environmental Services, Inc. at its principal office at 1717 West 13th Street, Deer Park, TX 77536 in Harris County, Texas.

Place of Performance

The procurement of Garner Environmental Services, Inc.'s services may not be in the same county as the work site area. Customer is obligated to make payment to Garner Environmental Services, Inc. in Harris County, Texas for services provided. Because this agreement has been procured in Harris County, Texas and is being managed and administered from Garner Environmental Services, Inc.'s central office in Harris County, Texas, this agreement is being performed in Harris County, Texas. The validity, interpretation and performance of the services and payment and the contents herein are to be interpreted and enforced pursuant to the laws of the State of Texas and any suit in connection herewith will be filed in Harris County, Texas.

Travel, Lodging and Per Diem

For all employees who do not reside in the local commuting area for the work site, Garner Environmental Services, Inc. will be reimbursed for costs incurred for employee travel to and from the work site on the basis of Garner Environmental Services, Inc.'s incurred costs plus 15% handling charge for all commercial transportation. A minimum Per Diem charge of \$110.00 per day for all employees who do not reside in the local commuting area of the work site will be due for each day that such employee is present in the locale of the work site.

Garner Environmental Services, Inc.
Disaster Response
Rate Schedule



Qty	NIMS Typing	Description	WK RT	U	Amt	Approved
	NIMS TYPE V	10 kW Generator	\$460.00	WK		
		15 kW Generator	\$562.50	WK		
		20 kW Generator	\$950.00	WK		
		25 kW Generator	\$950.00	WK		
		30 kW Generator	\$950.00	WK		
		35 kW Generator	\$1,061.25	WK		
		40 kW Generator	\$1,100.00	WK		
		45 kW Generator	\$1,150.00	WK		
		50 kW Generator	\$1,260.00	WK		
		60 kW Generator	\$1,300.00	WK		
		70 kW Generator	\$1,350.00	WK		
		75 kW Generator	\$1,400.00	WK		
		80 kW Generator	\$1,450.00	WK		
		90 kW Generator	\$1,500.00	WK		
		100 kW Generator	\$1,600.00	WK		
		110 kW Generator	\$1,650.00	WK		
		125 kW Generator	\$1,900.00	WK		
		150 kW Generator	\$2,100.00	WK		
		175 kW Generator	\$2,350.00	WK		
		180 kW Generator	\$2,500.00	WK		
	200 kW Generator	\$2,750.00	WK			
	250 kW Generator	\$3,100.00	WK			
	300 kW Generator	\$3,500.00	WK			
	350 kW Generator	\$3,700.00	WK			
	400 kW Generator	\$4,000.00	WK			
	NIMS TYPE IV	450 kW Generator	\$4,250.00	WK		
		500 kW Generator	\$4,575.00	WK		
	NIMS TYPE III	675 kW Generator	\$6,000.00	WK		
		750 kW Generator	\$6,750.00	WK		
		800 kW Generator	\$7,250.00	WK		
		1000 kW Generator	\$7,750.00	WK		
		1250 kW Generator	\$8,225.00	WK		
	NIMS TYPE II	1400 kW Generator	\$9,000.00	WK		
		1500 kW Generator	\$10,531.70	WK		
		1750 kW Generator	\$12,525.80	WK		
		TOTAL GENERATORS				
		<i>Page #1 Total</i>			\$0.00	

**Garner Environmental Services, Inc.
Disaster Response
Rate Schedule**



Qty	NIMS Typing	Description	WK RT	U	Amt	
	NIMS TYPE I	2500 kW Generator	Market Price	WK		Demand is greatly increased for Units of this size and configuration in time of catastrophic event. Price will be quoted at the time of the request.
		3000 kW Generator	Market Price	WK		
		4500 kW Generator	Market Price	WK		
		5000 kW Generator	Market Price	WK		
		2 Megawatt Generator	Market Price	WK		
		3 Megawatt Generator	Market Price	WK		
		5 Megawatt Generator	Market Price	WK		
		10 Megawatt Generator	Market Price	WK		
		20 Megawatt Generator	Market Price	WK		
		Generator Cable	Market Price	FT		Cable is invoiced at a price per foot with a 15% Administrative Handling and Processing Fee
		45 kVA Transformer	\$207.00	WK		
		75 kVA Transformer	\$241.50	WK		
		100 kVA Transformer	\$270.25	WK		
		150 kVA Transformer	\$345.00	WK		
		225 kVA Transformer	\$408.25	WK		
		300 kVA Transformer	\$546.25	WK		
		400 kVA Transformer	\$747.50	WK		
		500 kVA Transformer	\$931.50	WK		
		750 kVA Transformer	\$1,380.00	WK		
		1000 kVA Transformer	\$1,840.00	WK		
		1500 kVA Transformer	\$2,760.00	WK		
		2000 kVA Transformer	\$3,680.00	WK		
		600 Amp Line Panel	\$690.00	WK		
		800 Amp Line Panel	\$920.00	WK		
		1200 Amp Line Panel	\$1,380.00	WK		
		4000 Watt Generated Light Plant	\$375.00	WK		
		Power Distribution Box (Spider Boxes)	\$115.00	WK		
		Page #2 Total			\$0.00	

**Garner Environmental Services, Inc.
Disaster Response
Rate Schedule**



Qty	Description	WK RT	U	Amt	
	<i>Pumps, Hose & Fittings</i>				
	2" Diesel Pump Vacuum Assist	\$430.00	E/W		
	3" Diesel Pump Vacuum Assist	\$600.00	E/W		
	4" Diesel Pump Vacuum Assist	\$825.60	E/W		
	6" Diesel Pump Vacuum Assist	\$1,500.00	E/W		
	8" Diesel Pump Vacuum Assist	\$1,592.40	E/W		
	10" Diesel Pump Vacuum Assist	\$1,809.00	E/W		
	12" Diesel Pump Vacuum Assist	\$2,600.00	E/W		
	14" Diesel Pump Vacuum Assist	\$2,834.40	E/W		
	18" Diesel Pump Vacuum Assist	\$5,712.00	E/W		
	24" Diesel Pump Vacuum Assist	Market Price	E/W		Special needs price quoted at time of response
	2" Suction / Discharge Hose Section	\$38.00	E/W		
	3" Suction / Discharge Hose Section	\$42.00	E/W		
	4" Suction / Discharge Hose Section	\$55.00	E/W		
	6" Suction / Discharge Hose Section	\$112.00	E/W		
	8" Suction / Discharge Hose Section	\$180.00	E/W		
	10" Suction / Discharge Hose Section	\$227.00	E/W		
	12" Suction / Discharge Hose Section	\$300.00	E/W		
	24" Suction / Discharge Hose (Per Foot)	\$15.00	P/F		
	3" Trash Pump	\$281.00	E/W		
	4" Trash Pump	\$480.00	E/W		
	6" Trash Pump	\$720.00	E/W		
	8" Trash Pump	\$1,020.00	E/W		
	10" Trash Pump	\$1,150.00	E/W		
	12" Trash Pump	\$1,320.00	E/W		
	4 Inch Submersible Hydraulic Pump	\$1,475.00	E/W		This price includes the pump and hydraulic power unit.
	6 Inch Submersible Hydraulic Pump	\$1,756.00	E/W		
	8 inch Submersible Hydraulic Pump	\$2,182.00	E/W		
	12 Inch Submersible Hydraulic Pump	\$2,403.00	E/W		The Generator necessary to run these pumps will be billed seperately.
	4 Inch Submersible Electric Pump	\$322.00	E/W		
	6 Inch Submersible Electric Pump	\$462.00	E/W		
	8 inch Submersible Electric Pump	\$1,002.00	E/W		
	8" Bauer Pipe, 10' section	\$40.00	WK		
	12" Bauer Pipe, 10' section	\$40.00	WK		
	4" Strainers/T-Joints/Elbows	\$14.00	E/W		
	6" Strainers/T-Joints/Elbows	\$26.00	E/W		
	8" Strainers/T-Joints/Elbows	\$40.00	E/W		
	12" x 6" Custom Manifolds	\$460.00	WK		
	24 Inch Hydraulic Pump	\$18,200.00	MO		
	20 Inch Hydraulic Pump	\$18,200.00	MO		
	Page #3 Total				\$0.00

**Garner Environmental Services, Inc.
Disaster Response
Rate Schedule**



Qty	Description	WK RT	U	Amt
	MISCELLANEOUS			
	Forklift Carpet Poles (For Use w/Rolls of FEMA roofing tarps)	\$103.50	WK	
	Power Cords - High Voltage	\$252.00	WK	
	Pallet Grabbers w/Chain	\$35.00	WK	
	Pallet Jacks	\$103.50	WK	
	Forklift Loading ramps	\$812.50	WK	
	Comfort Station - 10 Stall Unit	\$1,562.50	EW	
	Comfort Station - 26 ft. BT Unit	\$6,500.00	EW	
	Shower Units - 4 Stall	\$1,100.00	EW	
	Shower Units - 6 Stall	\$3,250.00	EW	
	Shower Units - 12 Stall with 6 Sinks	\$8,625.00	EW	
	Tents - 60' x 100' x 7'; Seats 500	\$2,025.00	EW	
	Tents - 30' x 90' x 7' ; Sleeps 125	\$1,150.00	EW	
	Tents - 30' x 60' x 7' ; Sleeps 100	\$800.00	EW	
	Tent Setup Fee	\$200.00	EA	
	8' x 28' Modular Unit	\$250.00	EW	
	10' x 44' Modular Unit	\$450.00	EW	
	12' x 60' Modular Unit	\$600.00	EW	
	Partition Installation	\$1,000.00	P/U	
	Block / Unblock Unit	<i>Market Price</i>	EA	Cost based upon location & quantity
	Anchor / Unanchor Unit	<i>Market Price</i>	EA	Cost based upon location & quantity
	4000 PSI Pressure Washer	\$1,250.00	WK	
	20,000 PSI Pressure Washer	\$1,750.00	WK	
	Cots for Shelters	\$17.00	EA	
	Water / Ice			
	Water; 1 Gallon Bottles; 6 per Case	\$4.00	CS	
	Water; Truckload; 5,040 Gallon Bottles	\$3,225.60	TL	
	Ice; 8 LB. Bag	\$0.90	BAG	
	Ice; 8 LB. Bag; Lots of 500 Bags	\$437.50	LOT	
	Coolers / Freezers			
	Walk In Cooler	\$403.00	WK	
	Walk In Freezer	\$403.00	WK	
	Sand Bagging Equipment			
	Dump Truck with Sandbagging Unit Attachment / With Operator	\$1,500.00	DY	
	Sandbags (No Sand)	\$0.17	EA	
	Sand Bagging Truck w/ Bagger / NO Operator	\$6,900.00	WK	
	Page #4 Total			\$0.00

**Garner Environmental Services, Inc.
Disaster Response
Rate Schedule**



Qty	Description	WK RT	U	Amt
	<i>Field Catering</i>			
	700 Man Camp, 3 Meals / Day / POB	EVENT SPECIFIC	DY/MAN	
	Steward Overtime / Over 12 hrs / Day	EVENT SPECIFIC	HR	
	Night Cook Overtime / Over 12 hrs / Day	EVENT SPECIFIC	HR	
	Galley Hand Overtime / Over 12 hrs / Day	EVENT SPECIFIC	HR	
	Utility Hand Overtime / Over 12 hrs / Day	EVENT SPECIFIC	HR	
	10' x 40' Galley Unit (see attached drawing)	EVENT SPECIFIC	E/W	
	8' x 40' Walk-in Refrig. Unit (3 per site)	EVENT SPECIFIC	E/W	
	2000 Gallon Potable Water Tank	EVENT SPECIFIC	E/W	
	Dual Water Distribution System	EVENT SPECIFIC	E/W	
	Power Cords (4 per Site)	EVENT SPECIFIC	E/W	
	Water Hoses (2 per Site)	EVENT SPECIFIC	E/W	
	Chairs	\$2.00	E/W	
	8' Banquet Tables	\$19.00	E/W	
	50' String Lighting	\$89.70	ea	
	100' String Lighting	\$171.35	ea	
	48" 2-speed warehouse fans	\$100.00	E/W	
	Hand Held Satellite Phones	\$201.25	E/W	
	Satellite Base Unit	\$2,415.00	E/W	
	\$2.00 Per minute Air Time - Bill To Follow	\$2.00	EA	
	Orbitrax Satellite Tracking Unit	\$50.00	E/W	
	\$0.25 Per message to Satellite - Bill To Follow	\$0.25	EA	
	10 X 20 Popup Tents		EA	
	10 x 10 Popup Tents	\$125.00	EA	
	Page #7 Total			\$0.00

**Garner Environmental Services, Inc.
Disaster Response
Rate Schedule**

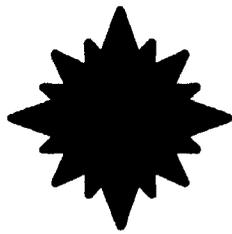


Qty	Description	WK RT	U	Amt	
	Personnel				*** See Note Below ***
	Project / Operations Manager	\$125.00	HR		
	Project / Operations Manager; Overtime	\$187.50	HR		
	HazMat / Resource Supervisor	\$75.00	HR		
	HazMat / Resource Supervisor; Overtime	\$112.50	HR		
	Equipment Operator / HazMat Technician	\$45.00	HR		
	Equipment Operator / HazMat Technician; Overtime	\$67.50	HR		
	Resource Supervisors	\$75.00	HR		
	Resource Supervisor; Overtime	\$112.50	HR		
	Resource Technicians	\$45.00	HR		
	Resource Technicians; Overtime	\$67.50	HR		
	Field Clerk	\$45.00	HR		
	Field Clerk; Overtime	\$67.50	HR		
	Air Monitoring Team (3 man Team) (No Equipment)	\$175.00	HR		
	Electrical Technicians	\$115.00	HR		
	Electrical Technicians; Overtime	\$172.55	HR		
	Electrical Technicians; Double time	\$230.00	HR		
	Operators, Equipment	\$45.00	HR		
	Operators, Equipment; Overtime	\$67.50	HR		
	Rescue Technician	\$45.00	HR		
	Rescue Technician; Overtime	\$67.50	HR		
	Rescue Supervisor	\$50.00	HR		
	Rescue Supervisor; Overtime	\$75.00	HR		
	Security	\$40.00	HR		*** See Note Below ***
	Security; Overtime	\$60.00	HR		*** See Note Below ***
	Service Calls/Labor for loading trucks for Mobilization				
	First In Team includes 4@ Rubber Tired Loaders w/ Operators; 3 Chainsaw Crews (2 per crew) and 1 Supervisor	\$750.00	HR		
	*** Personnel Note: All Personnel Rates are Subject to Prevailing Wages where Applicable				
	*** Security Rates are subject to change due to Regional Rates and Certification Levels				
	Page #8 Total			\$0.00	

**Garner Environmental Services, Inc.
Disaster Response
Rate Schedule**



Qty	Description	WK RT	U	Amt
Transportation & Other				
	Per Diem (Per Man)	CONUS	WK	
	Per Diem (Per Man)	CONUS	WK	
	Company Vehicle (Per Vehicle)	\$875.00	WK	
	6 Wheel ATV	\$1,250.00	WK	
	6 Wheel ATV with Wash down / Firefighting Package	\$1,500.00	WK	
	Portable Radios	\$175.00	WK	
	Cell Phones (Per Phone) (Includes Roaming & Long Distance)	\$700.00	WK	
	Computer; Laptop or Table Top (per unit)	\$875.00	WK	
	Garner Firecom LSA Tower Trailer (Air Ops, Security, etc)	\$11,300.00	WK	
	48 foot Garner Command Trailer	\$8,400.00	WK	
	MCC1 - Prime Power Command Post	\$7,000.00	WK	
Legend of Units				
	<i>EA=Each; ED=Each/Day; HR=Hour; ML=Meal; TL=Truck Load; EW=Each/Week; BG=Bag; DY=Day; CS=Case; LT=Lot; MI=Mile; PU=Per Unit; SHFT=Shift; SEC=Section</i>			
	Trucking less than 350 miles	\$2,500.00	TL	
		\$9.20	MI	
	Trucking Detention Charge (Demerge)	\$1,725.00	DY	
	<i>Actual Mobilization and Demobilization Charges will be invoiced with a 15% Administrative Handling and Processing Fee.</i>			
	F-550 Diesel Tow/Rescue Engine Trucks	\$1,000.00	DY	
	Personnel Mobilization		EA	
	Mileage	\$0.45	EA	
	Equipment Mobilization/Demobilization (Trucking/Freight)	Market Price		<i>Actual mobilization and Demobilization Charges will be invoiced with a 15% Administrative</i>
	Page #9 Total			\$0.00



GARNER

ENVIRONMENTAL SERVICES, INC.



COMMONWEALTH OF VIRGINIA
DEPARTMENT OF GENERAL SERVICES
DIVISION OF PURCHASES AND SUPPLY
RFP #81 – FOLDER E194-10018
EMERGENCY STANDBY SERVICES PROPOSAL

January 18, 2007

ORIGINAL



January 16, 2007

Department of General Services
Division of Purchases and Supply
1111 East Broad Street, 6th Floor
Richmond, VA 23219

RE: Request for Proposal (RFP # 81 – Folder E194-10018) Emergency Standby Services

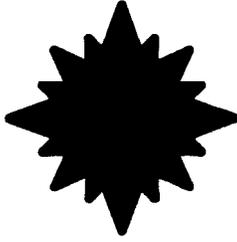
To Whom It May Concern:

Please find the enclosed proposal package in response to RFP # 81 – Folder E194-10018, for Emergency Standby Services. Thank you for the opportunity to participate in this request for proposal.

If you have any questions or require additional information, please do not hesitate to contact John Temperilli @ (281) 930-1200.

Sincerely,

John Temperilli
Vice President of Disaster Response



GARNER

ENVIRONMENTAL SERVICES, INC.



COMMONWEALTH OF VIRGINIA

DEPARTMENT OF GENERAL SERVICES

DIVISION OF PURCHASES AND SUPPLY

RFP #81 – FOLDER E194-10018

EMERGENCY STANDBY SERVICES PROPOSAL

January 18, 2007

1.0 Introduction

Garner Environmental Services, Inc. (Garner) is pleased to submit the following proposal for "Emergency Standby Services" RFP #81 – Folder E194-10018 to the Department of General Services, Division of Purchases and Supply. Garner is uniquely qualified to execute this contract and brings a tremendous depth of experience and expertise.

Founded in 1981, Garner Environmental Services, Inc. is a national, leading environmental and emergency response firm based in Houston, TX with offices in La Marque, TX; Port Arthur, TX; and New Orleans, LA. Garner an ISO 9001-2000 certified privately owned firm has been providing professional emergency response services to its valued customers for over 25 years. Garner provides fast, efficient, professional global response services 24 hours a day, 7 days a week. Safety, efficiency, and experience serve as hallmarks of Garner success in dealing with any natural or human induced catastrophe. Garner is comprised of four main areas: Operations, Training, Disaster Response Services, and Equipment Sales.

Events of the last several years have underscored the staggering social, economic and political impact of natural disasters on people and communities throughout the world.

Events in the United States since 2001 have demonstrated the absolute need to coordinate closely planning and preparation, as well as response and recovery. This was particularly demonstrated by the devastation wrought by Katrina and Rita in 2005. Coordination with our contract partners, as well as with alliance firms that share the notion that coordination in advance will ensure the commonwealth can respond quickly to save lives, save property, and use state and federal funding fairly, reasonably and prudently is key.

Garner Environmental Services, Inc. is providing information in Addendums 1 and 2 highlighting two of our teaming associates - James Lee Witt and Associates, and Crowder Gulf. This submission is not a mandate for inclusion, simply a means of providing additional value to the Virginia Department of Emergency Management (VDEM) in the Commonwealth of Virginia, utilizing our highly experienced and uniquely skilled alliance partners and the valuable skill sets which they bring to any disaster situation. Individually our firms have been, and still are, involved in the response and recovery from Katrina and Rita in the 2005 season, and planning and preparation for subsequent hurricane seasons and disaster events. The inclusion of these firms and their expertise is a way of providing VDEM with a one-stop shop of collective knowledge and experience which they may also offer to their qualified local and regional partners should there be need for these services.

The information in this proposal will illustrate the many talents, skills and resources we have to deliver for this contract and will also demonstrate our commitment and ability to provide the highest quality services. It is the intent of Garner, in submitting this proposal, to meet all of the requirements and specifications necessary for this request.

We hope that you find this proposal complete and concise. If you have any questions or require additional information, please contact John Temperilli, Vice President of Disaster Response at (281) 930-1200 or by email at jtemperilli@garner-es.com.

2.0 Copy of Request for Proposal (RFP #81 – Folder E194-10018)

REQUEST FOR PROPOSAL (RFP)

Issue Date: December 07, 2006

RFP #81 - Folder E194-10018

Title: EMERGENCY STANDBY SERVICES

Commodity Code: 39000

Issuing Agency: Department of General Services
Division of Purchases and Supply
1111 E. Broad Street, 6th Floor
Richmond, VA 23219

Authorized Contract Users: Virginia Department of Emergency Management, with the approval of VDEM/VEOC other State Agencies, Institutions of Higher Education, Public Bodies, Community Service Boards, Cities, Counties and other entities can be authorized to use these contracts in accordance with the Code of Virginia

Initial Period Of Contract: April 1, 2007 or a mutually agreed upon start date through March 31, 2010, with three (3) annual renewable options.

Sealed Proposals Will Be Received Until 1:00 p.m. January 19, 2007. For Furnishing The Goods/Services Described Herein.

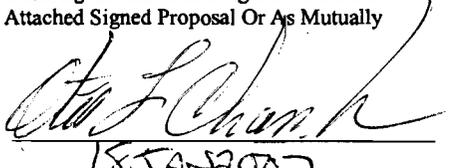
Proposals will be opened on January 22, 2007 at 1:00 pm.

All Inquiries For Information Should Be Directed, in writing, to: Bob Parolisi via e-mail: robert.parolisi@dgs.virginia.gov or via fax: (804) 786-5413.

Note: This public body does not discriminate against faith-based organizations in accordance with the Code of Virginia, § 2.2-4343.1D or against an Offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment.

IF PROPOSALS ARE MAILED, SEND DIRECTLY TO ISSUING AGENCY SHOWN ABOVE. IF PROPOSALS ARE HAND DELIVERED, DELIVER TO: Department of General Services, Division of Purchases and Supply, 1111 E. Broad Street, 6th floor, Reception Desk, Richmond, VA 23219

In Compliance With This Request For Proposal And To All The Conditions Imposed Therein And Hereby Incorporated By Reference, The Undersigned Offers and Agrees To Furnish The Goods/Services In Accordance With The Attached Signed Proposal Or As Mutually Agreed Upon By Subsequent Negotiation.

Name And Address Of Firm:			
GARNER ENVIRONMENTAL SERVICES, INC	Date:	18 JAN 2007	
1717 WEST 13th STREET	By:	(Signature In Ink)	
DEER PARK	Name:	OTIS L. CHAMBERS	
		(Please Print)	
TEXAS	Zip Code:	77536	
FEL/FIN NO.	76-0134613	Title:	EXECUTIVE VICE PRESIDENT
DUNS NO.	05-355-4531	Phone:	(281) 930-1200
		Fax:	(281) 478-0296

ATTACHMENT 1 - TO EMERGENCY STANDBY SERVICES RFP 81

TABLE OF CONTENTS

	<u>PAGE</u>
1. PURPOSE	3
2. BACKGROUND	3
3. STATEMENT OF NEEDS	3
4. PROPOSAL PREPARATION AND SUBMISSION REQUIREMENTS	5
5. EVALUATION AND AWARD CRITERIA	7
9. SPECIAL TERMS AND CONDITIONS	8
10. METHOD OF PAYMENT	9
11. ATTACHMENTS	
A OFFEROR'S DATA SHEET	
B SMALL BUSINESS SUBCONTRACTING PLAN	
C PROPRIETARY/CONFIDENTIAL INFORMATION IDENTIFICATION	

ATTACHMENT 1 - TO EMERGENCY STANDBY SERVICES RFP 81

1. **PURPOSE:** The purpose of this Request for Proposals is to solicit sealed proposals to establish "Emergency Standby Services" indefinite delivery contract(s), to be activated only in preparation of or as a result of declared emergencies or disasters, through competitive negotiations with multiple qualified contractors. The intent of the resulting contract(s) is to support the Virginia Department of Emergency Management (VDEM/Virginia Emergency Operations Center (VEOC), with the permission of VEOC other public entities including all the Commonwealth's agencies and political subdivisions as approved, upon their officially declaring a local emergency, may be granted permission to access this contract(s). To obtain or check current information regarding this RFP please refer to the following website. www.eva.state.va.us

2. **BACKGROUND:** The Virginia Department of Emergency Management is a State Agency that works closely with local government emergency managers, other State Agencies, voluntary organizations and Federal Agencies such as the Federal Emergency Management Agency (FEMA) to ensure a comprehensive, efficient and effective response to emergencies and disasters throughout Virginia.
 - 2.1 **Information:**
 - a. For the purpose of this solicitation and any resulting contract(s), DGS/DPS is referred to as the "Contracting Agency". Agencies utilizing the services described herein and provided as a result of any contract awards will be referred to as "Participating Agencies" or "Authorized Users."
 - b. The DGS/DPS (Contracting Agency) is responsible for:
 - Administering the resulting contract.
 - Contract Changes, if required. Changes to the Scope of Work and/or Contract will be made only upon executed approval of the Contracting Agency.
 - Resolving disputes and interpreting terms and conditions.

 - 2.2 **Small, Women-Owned and Minority Business Participation:** It is the policy of the Commonwealth of Virginia to contribute to the establishment, preservation, and strengthening of small businesses and businesses owned by women and minorities and to encourage their participation in State procurement activities. The Commonwealth encourages Contractors to provide for the participation of small businesses and businesses owned by women and minorities through partnerships, joint ventures, subcontracts, or other contractual opportunities. Submission of a report of past efforts to utilize the goods and services of such businesses and plans for involvement on this contract are required. By submitting a proposal, Offerors certify that all information provided in their response to this RFP is true and accurate. Failure to provide information required by this RFP will ultimately result in rejection of the proposal.

3. **STATEMENT OF NEEDS:** The Virginia Department of Emergency Management (VDEM)/Virginia Emergency Operation Center (VEOC) is in need of an Emergency Response Company(s) that can provide equipment, goods and additional manpower to provide assistance in emergencies and disasters. The Agency is looking for a Contractor(s) who would be able to respond to any of the following disasters; Hurricanes, Earthquakes, Tornadoes, Floods, Wildfires, Oil Spills, Ice Storms, Hazardous Materials incidents, Terrorist Attacks, Weapons of mass destruction, disease-carrying vector control, Biological and Viral threats, Fires/explosions and other man-made or natural disasters, the Virginia Department of Emergency Management will need the contractor to provide personnel, equipment, goods and other material needed for the response to a disaster on an as-needed basis. The contractor(s) must have availability of a wide variety of emergency responses and recovery resources such as generator, hazardous materials response equipment, disaster management personnel, see Attachment 2 for a more complete list of items. This attachment is offered as a guide and is not intended to be a complete list of items that may be required. Offerors are encouraged to present a more comprehensive list of emergency items. The contractor(s) shall provide all labor, supervision, equipment, supplies, during or in preparation of emergencies and disasters as stated within to include loading, unloading, transportation to deliver, set-up if required, provide quality control, technical advice and reporting on all matters related to the contract. As requirements arise for specific quantities of items covered herein, the authorized individuals will place orders **CONTRACTOR(S) SHALL PROVIDE EQUIPMENT, MATERIAL AND/OR ANY ASSOCIATED SERVICES WITH DUE DILIGENCE AND RAPID RESPONSIVENESS FOR THE DURATION OF THE EMERGENCY.**

ATTACHMENT 1 - TO EMERGENCY STANDBY SERVICES RFP 81

4. PROPOSAL PREPARATION AND SUBMISSION REQUIREMENTS

4.1. **General Requirements:** In order to be considered for selection, Offerors must submit a complete response to this RFP, One (1) original and Five (5) copies of each proposal must be submitted to the issuing state agency. No other distribution of the proposal shall be made by the Offeror.

4.1.2. **Proposal Preparation:**

- a. Proposals shall be signed by an authorized representative of the Offeror. All information requested shall be submitted. Failure to submit all information requested may result in the issuing agency requiring prompt submission of missing information and/or giving a lowered evaluation of the proposal. Proposals which are substantially incomplete or lack key information may be rejected by the issuing agency. Mandatory requirements are those required by law or regulation and are such that they cannot be waived and are not subject to negotiation.
- b. Proposals should be prepared simply and economically, providing a straightforward, concise description of capabilities to satisfy the requirements of the RFP. Emphasis should be placed on completeness and clarity of content.
- c. Proposals should be organized in the order in which the requirements are presented in the RFP. All pages of the proposal should be numbered. Each paragraph in the proposal should reference the paragraph number of the corresponding section of the RFP. It is also helpful to cite the paragraph number, sub letter, and repeat the text of the requirement as it appears in the RFP. If a response covers more than one page, the paragraph number and subletter should be repeated at the top of the next page. The proposal should contain a table of contents which cross references the RFP requirements. Information which the offeror desires to present that does not fall within any of the requirements of the RFP should be inserted at an appropriate place or be attached at the end of the proposal and designated as additional material. Proposals that are not organized in this manner risk elimination from consideration if the evaluators are unable to find where the RFP requirements are specifically addressed.
- d. Each copy of the proposal should be bound or contained in a single volume where practical. All documentation submitted with the proposal should be contained in that single volume.
- e. Ownership of all data, materials and documentation originated and prepared for the State pursuant to the RFP shall belong exclusively to the State and be subject to public inspection in accordance with the Virginia Freedom of Information Act. Trade secrets or proprietary information submitted by an Offeror shall not be subject to public disclosure under the Virginia Freedom of Information Act; however, the Offeror must invoke the protection of Section 2.2-4342 of the Code of Virginia, in writing, either before or at the time the data or material is submitted. The written notice (see Attachment C) must specifically identify the data or materials to be protected and state the reasons why protection is necessary. The proprietary or trade secret material submitted must be identified by some distinct method such as highlighting or underlining and must indicate only the specific words, figures, or paragraphs that constitute trade secret or proprietary information. The classification of an entire proposal document, line item prices and/or total proposal prices as

ATTACHMENT 1 - TO EMERGENCY STANDBY SERVICES RFP 81
proprietary or trade secrets is not acceptable and will result in rejection of the proposal.

- f. All information requested in this RFP on the ownership, utilization and planned involvement of small businesses, women-owned businesses and minority-owned businesses must be submitted. If an Offeror fails to submit all information requested, the purchasing agency may require prompt submission of missing information after the receipt of vendor proposals.

- 4.1.3. Oral Presentation: Offerors who submit a proposal in response to this RFP may be required to give an oral presentation of their proposal to the Issuing Agency. This provides an opportunity for the Offeror to clarify or elaborate on the proposal. This is a fact finding and explanation session only and does not include negotiation. The Issuing Agency will schedule the time and location of these presentations. Oral presentations are an option of the Issuing Agency and may or may not be conducted.

4.2. Specific Proposal Requirements:

Proposals should be as thorough and detailed as possible so that the Commonwealth may properly evaluate your capabilities to provide the required goods/services. Offerors are required to submit the following items as a complete proposal:

- 4.2.1. The complete RFP (including cover sheet) and all addenda acknowledgments, if any, signed and filled out as required.
- 4.2.2. Completed Offerors Data Sheet, included as Attachment A to the RFP, and other specific items or data requested in the RFP.
- 4.2.3. A written narrative statement to include experience in providing the services described herein and the demonstrated ability to provide Emergency Standby Services. Offerors should include information substantiating their ability to provide adequate levels of service. Such information should include, but not be limited to:
- Offerors should clearly state the types of Emergency services they can provide.
 - Number and description equipment they can provide
 - Location, size and number of hubs or distribution points if applicable
 - Description of facilities and operations that may be utilized in the performance of a declared emergency.
- 4.2.4. Specific plans for providing services including:
- a. Describe/explain your company's capability to provide and or perform each of the goods and or services identified in Section 3 "XXXXXXX" (specifically address each item within this section)
 - b. Describe the types of XXXX containers to be furnished by your company.
 - c. Location of office(s) and hours of operation
 - d. Describe your capability to offer a charge card payment program.
 - e. Specify whether or not an account manager(s) will be assigned. Describe fully any services provided through the account manager, such as site visits, consultation, problem and/or dispute resolution regarding shipments and invoices, etc.

5. EVALUATION AND AWARD CRITERIA:

ATTACHMENT 1 - TO EMERGENCY STANDBY SERVICES RFP 81

5.1. Evaluation Criteria:

Proposals will be evaluated using the following criteria:

5.1.1.	Specific plans or methodology to be used in performing services, and time of delivery.	25%
5.1.2	Quality and quantity of equipment offered including their suitability for the intended purpose.	20%
5.1.3	Experience in providing the goods and services	25%.
5.1.4.	Maintenance Support.	10%
5.1.5.	Participation of small, Women-owned, and Minority-owned businesses	20%
	Total	100%

5.2 Award of Contract:

Selection shall be made of two or more offerors deemed to be fully qualified and best suited among those submitting proposals on the basis of the evaluation factors included in the Request for Proposals, including price, if so stated in the Request for Proposals. Negotiations shall be conducted with the offerors so selected. Price shall be considered, but need not be the sole determining factor. After negotiations have been conducted with each offeror so selected, the agency shall select the offeror(s) which, in its opinion, has made the best proposal, and shall award the contract to that offeror(s). The Commonwealth may cancel this Request for Proposals or reject proposals at any time prior to an award, and is not required to furnish a statement of the reasons why a particular proposal was not deemed to be the most advantageous (*Code of Virginia, § 2.2-4359D*). Should the Commonwealth determine in writing and in its sole discretion that only one offeror is fully qualified, or that one offeror is clearly more highly qualified than the others under consideration, a contract may be negotiated and awarded to that offeror. The award document will be a contract incorporating by reference all the requirements, terms and conditions of the solicitation and the contractor's proposal as negotiated.

8. SPECIAL TERMS AND CONDITIONS:

- A. **MANDATORY PREBID/PREPROPOSAL CONFERENCE:** A mandatory prebid/preproposal conference will be held at 10:00 am on January 5, 2007, at the Division of Purchases and Supply, Department of General Services, 1111 East Broad Street, 6th floor, Richmond, VA 23218. The purpose of this conference is to allow potential bidders/offerors an opportunity to present questions and obtain clarification relative to any facet of this solicitation. **Due to the importance of all bidders/offerors having a clear understanding of the specifications/scope of work and requirements of this solicitation, attendance at this conference will be a prerequisite for submitting a bid/proposal. Bids/Proposals will only be accepted from those bidders/offerors, which are represented at this prebid/preproposal conference.** Attendance at the conference will be evidenced by the representative's signature on the attendance roster. No one will be admitted after **10:15 am.**

Bring a copy of the solicitation with you. Any changes resulting from this conference will be issued in a written addendum to the solicitation.

ATTACHMENT 1 - TO EMERGENCY STANDBY SERVICES RFP 81

- B. **ADDITIONAL INFORMATION:** The Commonwealth reserves the right to ask any offeror to submit information missing from its offer, to clarify its offer, and to submit additional information which the Commonwealth deems desirable.
- C. **AUDIT:** The Contractor hereby agrees to retain all books, records, and other documents relative to this contract for five (5) years after final payment, or until audited by the Commonwealth of Virginia, whichever is sooner. The agency, its authorized agents, and/or State auditors shall have full access to and the right to examine any of said materials during said period.
- D. **AVAILABILITY OF FUNDS:** It is understood and agreed between the parties herein that the agency shall be bound hereunder only to the extent of the funds available or which may hereafter become available for the purpose of this agreement.
- E. **IDENTIFICATION OF PROPOSAL ENVELOPE:** If a special envelope is not furnished, or if return in the special envelope is not possible, the signed proposal should be returned in a separate envelope or package, sealed and identified as follows:

From:

Name of Offeror	Due Date / Time
Street or Box Number	RFP No.
City, State, Zip Code	RFP Title
Name of Contract/Purchase Officer or Buyer:	

The envelope should be addressed as directed on Page 1 of the solicitation.

If a proposal not contained in the special envelope is mailed, the Offeror takes the risk that the envelope, even if marked as described above, may be inadvertently opened and the information compromised which may cause the proposal to be disqualified. Proposals may be hand delivered to the designated location in the office issuing the solicitation. No other correspondence or other proposals should be placed in the envelope.

- F. **SUBCONTRACTS:** In the event that the Contractor desires to subcontract some part of the work specific herein the contractor shall furnish the purchasing agency the names, qualifications and experience of their proposed subcontractors. The Contractor shall, however, remain fully liable and responsible for the work to be done by its subcontractor(s) and shall assure compliance with all requirements of the contract.
- G. **RENEWAL OF CONTRACT:** This contract may be renewed by the Commonwealth for (three (3) successive one year periods) under the terms and conditions of the original contract except as stated in 1 and 2 below. Price increases may be negotiated only at the time of renewal. Written notice of the Commonwealth's intention to renew shall be given approximately 90 days prior to the expiration date of each contract period.
1. If the Commonwealth elects to exercise the option to renew the contract for an additional one-year period, the contract price(s) for the additional one year should not exceed the contract price(s) of the original contract increased/decreased by more than the percentage increase/decrease of the Consumer Price Index, Commodity and Service Group, Transportation Services category of the CPI-W section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.

ATTACHMENT 1 - TO EMERGENCY STANDBY SERVICES RFP 81

2. If during any subsequent renewal periods, the Commonwealth elects to exercise the option to renew the contract, the contract price(s) for the subsequent renewal period should not exceed the contract price(s) of the previous renewal period increased/decreased by more than the percentage increase/decrease of the Consumer Price Index, Commodity and Service Group, Transportation Services category of the CPI-W section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.

9. METHOD OF PAYMENT:

Payment shall be made to the Contractor on a monthly basis. Invoices are to be submitted by the 10th of the month following the month services were rendered.

10. ATTACHMENTS:

- A. OFFEROR'S DATA SHEET
- B. SUBMISSION FORMS: PARTICIPATION IN STATE PROCUREMENT TRANSACTIONS BY SMALL BUSINESS AND BUSINESSES OWNED BY WOMEN AND MINORITIES.
- C. PROPRIETARY/CONFIDENTIAL INFORMATION IDENTIFICATION

ATTACHMENT 1 - TO EMERGENCY STANDBY SERVICES RFP 81

ATTACHMENT A

OFFEROR'S DATA SHEET

1. **QUALIFICATIONS OF OFFEROR:** The Offeror must have the capability and capacity in all respects to fully satisfy all of the contractual requirements.

2. **VENDOR'S PRIMARY CONTACT:**

Name: _____ Phone: _____ Cell: _____

3. **YEARS IN BUSINESS:** Indicate the length of time you have been in business providing this type of service. _____ Years _____ Months

4. **VENDOR INFORMATION:**

FIN OR FEI Number: _____
(If Company, Corporation, or Partnership)

SSN: _____
(If Individual)

5. **REFERENCES:**

A. Indicate below a listing of at least four (4) current accounts, either commercial or governmental, that your company is servicing. Include the length of service and the name and phone number of the person the purchasing agency has your permission to contact.

CLIENT'S NAME & ADDRESS	LENGTH OF SERVICE	CONTACT PERSON AND TELEPHONE NUMBER

ATTACHMENT 1 - TO EMERGENCY STANDBY SERVICES RFP 81

ATTACHMENT B

Small Business Subcontracting Plan

Definitions

Small Business: "Small business " means an independently owned and operated business which, together with affiliates, has 250 or fewer employees, or average annual gross receipts of \$10 million or less averaged over the previous three years. Note: DMBE-certified women- and minority-owned businesses shall also be considered small businesses when they have received DMBE small business certification.

Women-Owned Business: Women-owned business means a business concern that is at least 51% owned by one or more women who are citizens of the United States or non-citizens who are in full compliance with United States immigration law, or in the case of a corporation, partnership or limited liability company or other entity, at least 51% of the equity ownership interest is owned by one or more women who are citizens of the United States or non-citizens who are in full compliance with United States immigration law, and both the management and daily business operations are controlled by one or more women who are citizens of the United States or non-citizens who are in full compliance with the United States immigration law.

Minority-Owned Business: Minority-owned business means a business concern that is at least 51% owned by one or more minority individuals or in the case of a corporation, partnership or limited liability company or other entity, at least 51% of the equity ownership interest in the corporation, partnership, or limited liability company or other entity is owned by one or more minority individuals and both the management and daily business operations are controlled by one or more minority individuals.

All small businesses must be certified by the Commonwealth of Virginia, Department of Minority Business Enterprise (DMBE) to participate in the SWAM program. Certification applications are available through DMBE online at www.dmbv.virginia.gov (Customer Service).

Bidder/Offeree Name: _____

Preparer Name: _____ Date: _____

Instructions

- A. If you are certified by the Department of Minority Business Enterprise (DMBE) as a small business, complete only Section A of this form. This shall include DMBE-certified women-owned and minority-owned businesses when they have received DMBE small business certification.
- B. If you are not certified by DMBE as a small business and plan to subcontract part of this contract with a DMBE certified business, complete only Section B of this form.
- C. If you are not certified by DMBE as a small business and cannot identify any subcontracting opportunities to subcontract part of this contract with a DMBE-certified business, only provide the information requested in Section C of this form.

Section A

If your firm is certified by the Department of Minority Business Enterprise (DMBE), are you certified as a (check only one below):

- _____ Small Business
- _____ Small and Women-owned Business
- _____ Small and Minority-owned Business

Certification number: _____ Certification date: _____

ATTACHMENT 1 - TO EMERGENCY STANDBY SERVICES RFP 81

Section B

Populate the table below to show your firm's plans for utilization of DMBE-certified small businesses in the performance of this contract. This shall include DMBE-certified women-owned and minority-owned businesses that meet the small business definition and have received the DMBE small business certification. Include plans to utilize small businesses as part of joint ventures, partnerships, subcontractors, suppliers, etc.

B. Plans for Utilization of DMBE-Certified Small Businesses for this Procurement

Small Business Name & Address DMBE Certificate #	Status if Small Business is also: Women (W), Minority (M)	Contact Person, Telephone & Email	Type of Goods and/or Services	Planned Contract Involvement	Planned Annual Contract Dollar Expenditure Amount
Totals \$					

ATTACHMENT 1 - TO EMERGENCY STANDBY SERVICES RFP 81

Section C

Respond to how your business has met or exceeded at least two of the following indicators within the past 24 months. Your response may include any good faith efforts made regarding this procurement.

C. Good Faith Effort Indicators by the Bidder/Offeror

1. Identify areas of work your business has subcontracted to DMBE-certified small businesses for other contracts. Include company names, dates, dollar amounts, and percentages on a per contract basis.
2. List research efforts conducted by your business in the past to locate DMBE-certified small businesses by advertising in publications or in the classified section of the newspaper where small businesses are likely to see it. List specific publications and dates.
3. List small business outreach meetings, conferences, or workshops conducted by your firm to locate DMBE-certified small businesses—including the dates, participation numbers, and results.
4. Provide documented correspondence (i.e., certified mail, email, receipt of fax transmissions, etc.) to small businesses from the lists provided by DMBE and other outreach agencies and organizations which indicates your solicitation of such for utilization of subcontracting opportunities on other contracts for which your business has competed.
5. List areas of work which your business has subcontracted with DMBE-certified small businesses for upcoming contracts—including the name of the business, certification number, dates, dollar amounts, and percentages on a per contract basis.
6. Provide documentation of any assistance offered to interested small businesses in obtaining bonds, lines of credit, and/or insurance for any present or past contracts your business has in place.
7. Provide documentation of follow-up on initial contacts with DMBE-certified small businesses (e.g., telephone call logs, emails, certified letters, etc.). Be sure to list the small business name and dates of contact.

ATTACHMENT 2 TO EMERGENCY STANDBY SERVICES RFP

Commodity	Shelter Commodities		
Water (additional)	Rolls of Toilet Paper 96 rolls / case		Cups, 12 oz. cold, Meridian design, Solo R12N, 2000/case.
Ice (additional)	Pack of Diapers, Small 40 / Pkg		Coffee, regular/drip grind, S & D Gourmet Roast, one pouch makes a 3 gallon urn, 337.5 oz/case
MREs	Pack of Diapers, Medium 40 / Pkg	Nature's Goodness Prunes & Pears Baby Food 24/4 OZ	Hamilton Beach 42 cup Coffee Urn
Blankets	Pack of Diapers, Large 30 / Pkg	Nature's Goodness Squash Baby Food 24/4 OZ	Deodorant wall bars, cherry, paradichlorobenzene with dispenser, 36/24 oz/case
Cots	Pack of Diapers, Large 26 / Pkg	Beef & Beef Gravy Baby Food 24/2.5 OZ	Dianfectant-Deodorizer, aerosol, tuberculocidal, germicidal, virucidal, fungicidal, for use on hard surfaces: tile, countertops, washbasin walls, fixtures, and as a room deodorizer. 12/13 oz/case Brand: Amphyl II
Logistics Base Camps	Infant Bottle Sets	Chicken & Gravy Baby Food 24/2.5 OZ	Hand rinse-sanitizer, pocket size squeeze plastic bottle, waterless, contains alcohol, 24/4 oz/case.
Sand Bags	Toddler Bottle Sets	Turkey & Gravy Baby Food 24/2.5 OZ	Skin cleanser, liquid antimicrobial soap, for healthcare use, Brand: Kuto! Skin cleanser, liquid antimicrobial soap, for healthcare use, Brand: Kuto!
Body Bags	Diaper Bags	Pureed Beef Baby Food 12/15OZ	Summa, 4/1 gallon/case
Travel Trailers	Gerber Fruit Packs / 24 @ 4 oz bottles	Pureed Chicken Baby Food, 12/15 oz	Hand Pump for 1 gallon soap or shampoo containers, 12/case
Disposable Gloves	Nature's Goodness Applesauce Baby Food 24/4 OZ \$10.33	Turkey Baby Food 12/15 oz	Tampons, Regular, individually wrapped, non-vending, bulk pack, 500/case
Respirators	Nature's Goodness Apricots Baby Food 24/4 OZ	Frame, dust mop, metal, 5" width, fits 24" mophead. Heavy duty construction, rounded ends. 1 dozen/case	Tampons, Super, individually wrapped, non-vending, bulk pack, 500/case
Splash Suits	Nature's Goodness Bananas Baby Food 24/4 OZ	Mop handle, dust, wooden, 60", 1800 swivel base, clip on. Fits 24" dust mop frame. 1 dozen/case	Sanitary Napkins, Mesh-pad, belt-less, individually wrapped, non-vending, bulk pack, 500/case
		Mop handle, gripper type, fiberglass. Allows for removal of wet mophead/without hand contact. 1 dozen/case	
		Mop head, wet, 12 oz. 4 ply, tangle-free, 1 dozen/case	

Solicitation Details View

[help & advice](#) [Menu](#)

Prior to clicking the "Respond Online" button, vendors are **strongly encouraged** to print a reference copy of the solicitation. [Click Here](#) to print. This reference copy is essential in order to accurately complete a response to the solicitation. The Commonwealth reserves the right to reject responses that are not complete and accurate.



Additional Information & Views for this Solicitation:

[Questions and Answers](#) [Bulletin Board](#) [Amendment History](#)

Solicitation #1

[Attachments](#)

Procurement Folder: 10018
 Solicitation: #1
 Solicitation Type: Request for Proposals
 Description: Emergency Standby Services

Solicitation Version Number: 2
 Amendment: 1
 Status: Open
 Issued Date: 12/7/2006
 Closing Date: 1/19/2007
 Closing Time: 13:00
 Time Left: 37 Days
 Phone: (804) 786-0078
 Phone: (804) 786-0078
 Pre-Bid Conference Date: 1/5/2007
 Pre-Bid Conference Time: 10:00

Requesting Office: E194
 Issuing Office: E194
 Pre-Bid Conference Type: Mandatory Pre-Bid Conference
 Category: Supplies
 Sole Source/Emergency:
 Work Location: VEOC

Attachments

Attachment Name: Attachment 2 RFP12-01-06.xls	Description:
Attachment Name: Attachment 1 Emergency Standby Services RFP #1 12-06-06.doc	Description:

Contact Information

Robert Parolisi	Phone: (804) 786-0078
Email: robert.parolisi@dgs.virginia.gov	Fax: 804-786-5413

Schedule Of Events

1: 12/7/2006	Bid issue date
2: 1/5/2007	Mandatory pre-bid conference - 10:00 am
3: 1/19/2007	Bid close date & time 1:00 pm
4: 1/22/2007	Bid open date & time 1:00 pm

Commodity Information

Group 1: Emergency Services

Group 1, Line 1	Line Type: Service
Commodity Code: 99000 Security, Fire, Safety, And Emergency Services	Start Date: 3/1/2007
Specifications:	End Date: 2/28/2011
Description:	

Evaluation Criteria

<https://vendor.eprocgipdc.com/webapp/VSSAPPX/Advantage.jsessionid=0000X0m7e06cbYfACFNx0a...> 12/13/2006

Terms And Conditions**Section GEN****GENERAL TERMS AND CONDITIONS**

VENDORS MANUAL: This solicitation is subject to the provisions of the Commonwealth of Virginia Vendors Manual and any changes or revisions thereto, which are hereby incorporated into this contract in their entirety. The procedure for filing contractual claims is in section 7.19 of the Vendors Manual. A copy of the manual is normally available for review at the purchasing office and is accessible on the Internet at www.dgs.state.va.us/dps under "Manuals."

APP. LAWS AND COURTS

APPLICABLE LAWS AND COURTS: This solicitation and any resulting contract shall be governed in all respects by the laws of the Commonwealth of Virginia and any litigation with respect thereto shall be brought in the courts of the Commonwealth. The agency and the contractor are encouraged to resolve any issues in controversy arising from the award of the contract or any contractual dispute using Alternative Dispute Resolution (ADR) procedures (Code of Virginia, § 2.2-4366). ADR procedures are described in Chapter 9 of the Vendors Manual. The contractor shall comply with all applicable federal, state and local laws, rules and regulations.

ANTI-DISCRIMINATION (1 of 2)

ANTI-DISCRIMINATION (part 1 of 2): By submitting their (bids/proposals), (bidders/offerors) certify to the Commonwealth that they will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Contracting Act of 1975, as amended, where applicable, the Virginians With Disabilities Act, the Americans With Disabilities Act and § 2.2-4311 of the Virginia Public Procurement Act (VPPA). If the award is made to a faith-based organization, the organization shall not discriminate against any recipient of goods, services, or disbursements made pursuant to the contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color, gender or national origin and shall be subject to the same rules as other organizations that contract with public bodies to account for the use of the funds provided; however, if the faith-based organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by the public body. (Code of Virginia, § 2.2-4343.1E). (continued on part 2)

ANTI-DISCRIMINATION (2 of 2)

ANTI-DISCRIMINATION (part 2 of 2): In every contract over \$10,000 the provisions in 1. and 2. below apply: 1.) During the performance of this contract, the contractor agrees as follows: (a.) The contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the contractor. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause. (b.) The contractor, in all solicitations or advertisements for employees placed by or on behalf of the contractor, will state that such contractor is an equal opportunity employer. (c.) Notices, advertisements and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting these requirements. 2.) The contractor will include the provisions of 1. above in every subcontract or purchase order over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

ETHICS IN PUBLIC CONTRACTING

ETHICS IN PUBLIC CONTRACTING: By submitting their (bids/proposals), (bidders/offerors) certify that their (bids/proposals) are made without collusion or fraud and that they have not offered or received any kickbacks or inducements from any other (bidder/offeror), supplier, manufacturer or subcontractor in connection with their (bid/proposal), and that they have not conferred on any public employee having official responsibility for this procurement transaction any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal value, present or promised, unless consideration of substantially equal or greater value was exchanged.

IMMIGRATION REFORM

IMMIGRATION REFORM AND CONTROL ACT OF 1986: By submitting their (bids/proposals), (bidders/offerors) certify that they do not and will not during the performance of this contract employ illegal alien workers or otherwise violate the provisions of the federal Immigration Reform and Control Act of 1986.

DEBARMENT STATUS

DEBARMENT STATUS: By submitting their (bids/proposals), (bidders/offerors) certify that they are not currently debarred by the Commonwealth of Virginia from submitting bids or proposals on contracts for the type of goods and/or services covered by this solicitation, nor are they an agent of any person or entity that is currently so debarred.

ANTITRUST

ANTITRUST: By entering into a contract, the contractor conveys, sells, assigns, and transfers to the Commonwealth of Virginia all rights, title and interest in and to all causes of action it may now have or hereafter acquire under the antitrust laws of the United States and the Commonwealth of Virginia, relating to the particular goods or services purchased or acquired by the Commonwealth of Virginia under said contract.

MANDATORY USE OF STATE FORM

MANDATORY USE OF STATE FORM AND TERMS AND CONDITIONS FOR RFP's: Failure to submit a proposal on the official state form provided for that purpose may be a cause for rejection of the proposal. Modification of or additions to the General Terms and Conditions of the solicitation may be cause for rejection of the proposal; however, the Commonwealth reserves the right to decide, on a case by case basis, in its sole discretion, whether to reject such a proposal.

CLARIFICATION OF TERMS

CLARIFICATION OF TERMS: If any prospective (bidder/offeror) has questions about the specifications or other solicitation documents, the prospective (bidder/offeror) should contact the buyer whose name appears on the face of the solicitation no later than five working days before the due date. Any revisions to the solicitation will be made only by addendum issued by the buyer.

PAYMENT (1 of 3)

PAYMENT (part 1 of 3): To Prime Contractor: a.) Invoices for items ordered, delivered and accepted shall be submitted by the contractor directly to the payment address shown on the purchase order/contract. All invoices shall show the state contract number and/or purchase order number, social security number (for individual contractors) or the federal employer identification number (for proprietorships, partnerships, and corporations). b.) Any payment terms requiring payment in less than 30 days will be regarded as requiring payment 30 days after invoice or delivery, whichever occurs last. This shall not affect offers of discounts for payment in less than 30 days, however. c.) All goods or services provided under this contract or purchase order, that are to be paid for with public funds, shall be billed by the contractor at the contract price, regardless of which public agency is being billed. d.) The following shall be deemed to be the date of payment: the date of postmark in all cases where payment is made by mail, or the date of offset when offset proceedings have been instituted as authorized under the Virginia Debt Collection Act. e.) Unreasonable Charges. Under certain emergency procurements and for most time and material purchases, final job costs cannot be accurately determined at the time orders are placed. (Continued on part 2)

PAYMENT (2 of 3)

PAYMENT (part 2 of 3): In such cases, contractors should be put on notice that final payment in full is contingent on a determination of reasonableness with respect to all invoiced charges. Charges which appear to be unreasonable will be researched and challenged, and that portion of the invoice held in abeyance until a settlement can be reached. Upon determining that invoiced charges are not reasonable, the Commonwealth shall promptly notify the contractor, in writing, as to those charges which it considers unreasonable and the basis for the determination. A contractor may not institute legal action unless a settlement cannot be reached within thirty (30) days of notification. The provisions of this section do not relieve an agency of its prompt payment obligations with respect to those charges which are not in dispute (Code of Virginia, § 2.2-4363). 2. To Subcontractors: a.) A contractor awarded a contract under this solicitation is hereby obligated: (1) To pay the subcontractor(s) within seven (7) days of the contractor's receipt of payment from the Commonwealth for the proportionate share of the payment received for work performed by the subcontractor(s) under the contract; or (2) To notify the agency and the subcontractor(s), in writing, of the contractor's intention to withhold payment and the reason. (continued on part 3)

PAYMENT (3 of 3)

PAYMENT (part 3 of 3): b.) The contractor is obligated to pay the subcontractor(s) interest at the rate of one percent per month (unless otherwise provided under the terms of the contract) on all amounts owed by the contractor that remain unpaid seven (7) days following receipt of payment from the Commonwealth, except for amounts withheld as stated in (2) above. The date of mailing of any payment by U. S. Mail is deemed to be payment to the addressee. These provisions apply to each sub-tier contractor performing under the primary contract. A contractor's obligation to pay an interest charge to a subcontractor may not be construed to be an obligation of the Commonwealth. 3.) Each prime

contractor who wins an award in which provision of a SWAM procurement plan is a condition to the award, shall deliver to the contracting agency or institution, on or before request for final payment, evidence and certification of compliance (subject only to insubstantial shortfalls and to shortfalls arising from subcontractor default) with the SWAM procurement plan. Final payment under the contract in question may be withheld until such certification is delivered and, if necessary, confirmed by the agency or institution, or other appropriate penalties may be assessed in lieu of withholding such payment.

PRECEDENCE OF TERMS

PRECEDENCE OF TERMS: The following General Terms and Conditions VENDORS MANUAL, APPLICABLE LAWS AND COURTS, ANTI-DISCRIMINATION, ETHICS IN PUBLIC CONTRACTING, IMMIGRATION REFORM AND CONTROL ACT OF 1986, DEBARMENT STATUS, ANTITRUST, MANDATORY USE OF STATE FORM AND TERMS AND CONDITIONS, CLARIFICATION OF TERMS, PAYMENT shall apply in all instances. In the event there is a conflict between any of the other General Terms and Conditions and any Special Terms and Conditions in this solicitation, the Special Terms and Conditions shall apply.

QUALIFICATIONS

QUALIFICATIONS OF (BIDDERS/OFFERORS): The Commonwealth may make such reasonable investigations as deemed proper and necessary to determine the ability of the (bidder/offeror) to perform the services/furnish the goods and the (bidder/offeror) shall furnish to the Commonwealth all such information and data for this purpose as may be requested. The Commonwealth reserves the right to inspect (bidder's/offeror's) physical facilities prior to award to satisfy questions regarding the (bidder's/offeror's) capabilities. The Commonwealth further reserves the right to reject any (bid/proposal) if the evidence submitted by, or investigations of, such (bidder/offeror) fails to satisfy the Commonwealth that such (bidder/offeror) is properly qualified to carry out the obligations of the contract and to provide the services and/or furnish the goods contemplated therein.

TESTING AND INSPECTION

TESTING AND INSPECTION: The Commonwealth reserves the right to conduct any test/inspection it may deem advisable to assure goods and services conform to the specifications.

ASSIGNMENT OF CONTRACT

ASSIGNMENT OF CONTRACT: A contract shall not be assignable by the contractor in whole or in part without the written consent of the Commonwealth.

CHANGES TO CONTRACT (1 of 2)

CHANGES TO THE CONTRACT (part 1 of 2): Changes can be made to the contract in any of the following ways: (1.) The parties may agree in writing to modify the scope of the contract. An increase or decrease in the price of the contract resulting from such modification shall be agreed to by the parties as a part of their written agreement to modify the scope of the contract. (2.) The Purchasing Agency may order changes within the general scope of the contract at any time by written notice to the contractor. Changes within the scope of the contract include, but are not limited to, things such as services to be performed, the method of packing or shipment, and the place of delivery or installation. The contractor shall comply with the notice upon receipt. The contractor shall be compensated for any additional costs incurred as the result of such order and shall give the Purchasing Agency a credit for any savings. Said compensation shall be determined by one of the following methods: (2a.) By mutual agreement between the parties in writing; or (2b.) By agreeing upon a unit price or using a unit price set forth in the contract, if the work to be done can be expressed in units, and the contractor accounts for the number of units of work performed, subject to the Purchasing Agency's right to audit the contractor's records and/or to determine the correct number of units independently; or (continued on part 2)

CHANGES TO CONTRACT (2 of 2)

CHANGES TO THE CONTRACT (part 2 of 2): (2c.) By ordering the contractor to proceed with the work and keep a record of all costs incurred and savings realized. A markup for overhead and profit may be allowed if provided by the contract. The same markup shall be used for determining a decrease in price as the result of savings realized. The contractor shall present the Purchasing Agency with all vouchers and records of expenses incurred and savings realized. The Purchasing Agency shall have the right to audit the records of the contractor as it deems necessary to determine costs or savings. Any claim for an adjustment in price under this provision must be asserted by written notice to the Purchasing Agency within thirty (30) days from the date of receipt of the written order from the Purchasing Agency. If the parties fail to agree on an amount of adjustment, the question of an increase or decrease in the contract price or time for performance shall be resolved in accordance with the procedures for resolving disputes provided by the Disputes Clause of this contract or, if there is none, in accordance with the disputes provisions of the Commonwealth of Virginia Vendors Manual. Neither the existence of a claim nor a dispute resolution process, litigation or any other provision of this contract shall excuse the contractor from promptly complying with the changes ordered by the Purchasing Agency or with the performance of the contract generally.

DEFAULT

DEFAULT: In case of failure to deliver goods or services in accordance with the contract terms and conditions, the Commonwealth, after due oral or written notice, may procure them from other sources and hold the contractor responsible for any resulting additional purchase and administrative costs. This remedy shall be in addition to any other remedies which the Commonwealth may have.

TAXES

TAXES: Sales to the Commonwealth of Virginia are normally exempt from State sales tax. State sales and use tax certificates of exemption, Form ST-12, will be issued upon request. Deliveries against this contract shall usually be free of Federal excise and transportation taxes. The Commonwealth's excise tax exemption registration number is 54-73-0076K.

USE OF BRAND NAMES

USE OF BRAND NAMES: Unless otherwise provided in this solicitation, the name of a certain brand, make or manufacturer does not restrict (bidders/offerors) to the specific brand, make or manufacturer named, but conveys the general style, type, character, and quality of the article desired. Any article which the public body, in its sole discretion, determines to be the equal of that specified, considering quality, workmanship, economy of operation, and suitability for the purpose intended, shall be accepted. The (bidder/offeror) is responsible to clearly and specifically identify the product being offered and to provide sufficient descriptive literature, catalog cuts and technical detail to enable the Commonwealth to determine if the product offered meets the requirements of the solicitation. This is required even if offering the exact brand, make or manufacturer specified. Normally in competitive sealed bidding only the information furnished with the bid will be considered in the evaluation. Failure to furnish adequate data for evaluation purposes may result in declaring a bid nonresponsive. Unless the (bidder/offeror) clearly indicates in its (bid/proposal) that the product offered is an equal product, such (bid/proposal) will be considered to offer the brand name product referenced in the solicitation.

TRANSPORTATION AND PACKAGING

TRANSPORTATION AND PACKAGING: By submitting their (bids/proposals), all (bidders/offerors) certify and warrant that the price offered for FOB destination includes only the actual freight rate costs at the lowest and best rate and is based upon the actual weight of the goods to be shipped. Except as otherwise specified herein, standard commercial packaging, packing and shipping containers shall be used. All shipping containers shall be legibly marked or labeled on the outside with purchase order number, commodity description, and quantity.

INSURANCE (1 of 3)

INSURANCE (part 1 of 3): By signing and submitting a bid or proposal under this solicitation, the bidder or offeror certifies that if awarded the contract, it will have the following insurance coverage at the time the contract is awarded. For construction contracts, if any subcontractors are involved, the subcontractor will have workers' compensation insurance in accordance with §§ 2.2-4332 and 65.2-800 et seq. of the Code of Virginia. The bidder or offeror further certifies that the contractor and any subcontractors will maintain these insurance coverage during the entire term of the contract and that all insurance coverage will be provided by insurance companies authorized to sell insurance in Virginia by the Virginia State Corporation Commission. (continued in part 2)

INSURANCE (2 of 3)

INSURANCE (part 2 of 3) MINIMUM INSURANCE COVERAGES AND LIMITS REQUIRED FOR MOST CONTRACTS: 1) Workers' Compensation - Statutory requirements and benefits. Coverage is compulsory for employers of three or more employees, to include the employer. Contractors who fail to notify the Commonwealth of increases in the number of employees that change their workers' compensation requirements under the Code of Virginia during the course of the contract shall be in noncompliance with the contract. 2) Employer's Liability - \$100,000. 3) Commercial General Liability - \$1,000,000 per occurrence. Commercial General Liability is to include bodily injury and property damage, personal injury and advertising injury, products and completed operations coverage. The Commonwealth of Virginia must be named as an additional insured and so endorsed on the policy 4) Automobile Liability - \$1,000,000 per occurrence. (Only used if motor vehicle is to be used in the contract). (continued in part 3)

INSURANCE (3 of 3)

<https://vendor.epro.cgipdc.com/webapp/VSSAPPX/Advantage.jsessionid=0000X0m7e06cbYfACFNx0a...> 12/13/2006

INSURANCE (part 3 of 3): NOTE: In addition, various Professional Liability/Errors and Omissions coverage are required when soliciting those services as follows: Profession/Service /Limits, Accounting /\$1,000,000 per occurrence, \$3,000,000 aggregate Architecture/\$2,000,000 per occurrence, \$6,000,000 aggregate, Asbestos Design, Inspection or Abatement Contractors/ \$1,000,000 per occurrence, \$3,000,000 aggregate, Health Care Practitioner (to include Dentists, Licensed Dental Hygienists, Optometrists, Registered or Licensed, Practical Nurses, Pharmacists, Physicians, Podiatrists, Chiropractors, Physical Therapists, Physical Therapist Assistants, Clinical Psychologists, Clinical Social Workers, Professional Counselors, Hospitals, or Health Maintenance Organizations.) \$1,750,000 per occurrence, \$3,000,000 aggregate, (Limits increase each July 1 through fiscal year 2008, as follows: July 1, 2005 - \$1,800,000, July 1, 2006 - \$1,850,000, July 1, 2007 - \$1,925,000, July 1, 2008 - \$2,000,000. This complies with §8.01-581.15 of the Code of Virginia. Insurance/Risk Management /\$1,000,000 per occurrence, \$3,000,000 aggregate, Landscape/Architecture/\$1,000,000 per occurrence, \$1,000,000 aggregate, Legal/\$1,000,000 per occurrence, \$5,000,000 aggregate. Professional Engineer/\$2,000,000 per occurrence, \$6,000,000 aggregate, Surveying/\$1,000,000 per occurrence, \$1,000,000 aggregate

ANNOUNCEMENT OF AWARD

ANNOUNCEMENT OF AWARD: Upon the award or the announcement of the decision to award a contract over \$50,000, as a result of this solicitation, the purchasing agency will publicly post such notice on the DGS/DPS eVA website (www.eva.state.va.us) for a minimum of 10 days.

DRUG-FREE WORKPLACE

DRUG-FREE WORKPLACE: During the performance of this contract, the contractor agrees to (i) provide a drug-free workplace for the contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the contractor that the contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor. For the purposes of this section, "drug-free workplace" means a site for the performance of work done in connection with a specific contract awarded to a contractor, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the contract.

NONDISCRIMINATION

NONDISCRIMINATION OF CONTRACTORS: A bidder, offeror, or contractor shall not be discriminated against in the solicitation or award of this contract because of race, religion, color, sex, national origin, age, disability, faith-based organizational status, any other basis prohibited by state law relating to discrimination in employment or because the bidder or offeror employs ex-offenders unless the state agency, department or institution has made a written determination that employing ex-offenders on the specific contract is not in its best interest. If the award of this contract is made to a faith-based organization and an individual, who applies for or receives goods, services, or disbursements provided pursuant to this contract objects to the religious character of the faith-based organization from which the individual receives or would receive the goods, services, or disbursements, the public body shall offer the individual, within a reasonable period of time after the date of his objection, access to equivalent goods, services, or disbursements from an alternative provider.

eVA REGISTRATION (1 of 2)

eVA BUSINESS-TO-GOVERNMENT VENDOR REGISTRATION: The eVA Internet electronic procurement solution, web site portal www.eva.virginia.gov streamlines and automates government purchasing activities in the Commonwealth. The eVA portal is the gateway for vendors to conduct business with state agencies and public bodies. All vendors desiring to provide goods and/or services to the Commonwealth shall participate in the eVA Internet e-procurement solution either through the eVA Basic Vendor Registration Service or eVA Premium Vendor Registration Service. All bidders or offerors must register in eVA; failure to register will result in the bid/proposal being rejected.

eVA REGISTRATION (2 of 2)

a.) eVA Basic Vendor Registration Service: \$25 Annual Fee plus the appropriate order Transaction Fee specified below. eVA Basic Vendor Registration Service includes electronic order receipt, vendor catalog posting, on-line registration, electronic bidding and the ability to research historical procurement data available in the eVA purchase transaction data warehouse. b.) eVA Premium Vendor Registration Service: \$25 Annual Fee plus the appropriate Transaction Fee specified below. eVA Premium Vendor Registration Service includes all benefits of the eVA Basic Vendor Registration Service plus automatic email or fax notification of solicitations and amendments. c.) For orders issued prior to August 16, 2006 the Vendor Transaction Fee is 1% capped at a maximum of \$500 per order. d.) For orders issued August 16, 2006 and after, the Vendor Transaction Fee is: (i) DBME-certified Small Businesses: 1% capped at \$500 per order. (ii) Businesses that are not DBME-certified Small Businesses: 1% capped at \$1,500 per order.

AVAILABILITY OF FUNDS

It is understood and agreed between the parties herein that the agency shall be bound hereunder only to the extent of the funds available or which may hereafter become available for the purpose of this agreement.

SET ASIDES

This solicitation is set-aside for DBME-certified small business participation only when designated "SET-ASIDE FOR SMALL BUSINESSES" in the solicitation. Small businesses must be certified by the Virginia Department of Minority Business Enterprise not later than the solicitation due date and time. DBME-certified women- and minority-owned businesses are also considered small businesses when they have received DBME small business certification.

Section 5PC

ADVERTISING

ADVERTISING: In the event a contract is awarded for supplies, equipment, or services resulting from this bid/proposal, no indication of such sales or services to the Commonwealth and/or issuing agency/public body will be used in product literature or advertising. The contractor shall not state in any of its advertising or product literature that the Commonwealth of Virginia or any agency or institution of the Commonwealth has purchased or uses its products or services.

BID PRICES

BID PRICES: Bid shall be in the form of a firm unit price for each item during the contract period.

RFP-PAYMENT

METHOD OF PAYMENT: The Contractor will be paid within thirty days of acceptable invoices in accordance with the accepted invoicing schedule. The invoice(s) must reference the Contract/Purchase order number, fully describe the work performed/milestone completed and submitted to the using agency.

RFP-CONFIDENTIALITY

CONFIDENTIALITY AND OWNERSHIP OF WORK PRODUCT: The Contractor shall keep all data, documents, opinions and information of any kind strictly confidential and shall reveal such matters only to authorized representatives of the Commonwealth of Virginia. For the same reason, all reports, estimates, working papers, tapes, pictures, documents, data and information and materials of any kind made, collected or produced by the Contractor or provided to it by the Commonwealth of Virginia shall be turned over to the representatives of the Commonwealth upon request. The Contractor's obligations imposed by this paragraph shall survive and continue after completion of the remainder of the contract and the Contractor shall continue to be responsible for any breach.

CANCELLATION OF CONTRACT

CANCELLATION OF CONTRACT: The purchasing agency reserves the right to cancel and terminate any resulting contract, in part or in whole, without penalty, upon 60 days written notice to the contractor. In the event the initial contract period is for more than 12 months, the resulting contract may be terminated by either party, without penalty, after the initial 12 months of the contract period upon 60 days written notice to the other party. Any contract cancellation notice shall not relieve the contractor of the obligation to deliver and/or perform on all outstanding orders issued prior to the effective date of cancellation.

CONTRACTOR/SUB LICENSE

CONTRACTOR/SUBCONTRACTOR LICENSE REQUIREMENT: By my signature or electronic submission on this solicitation response, I certify that this firm/individual and subcontractor is properly licensed for providing the goods/services specified. I have included in the solicitation response: Contractor Name, Subcontractor Name, License #, and Type.

CONTRACTOR CLASS REG. (1 of 2)

CONTRACTOR CLASS REGISTRATION (part 1 of 2): If a contract for construction, removal, repair or improvement of a building or other real property is for seventy thousand

Solicitation Details View

Page 5 of 6

dollars (\$70,000) or more, or if the total value of all such contracts undertaken by bidder/offeree within any 12-month period is five hundred thousand dollars (\$500,000) or more, the bidder/offeree is required under Title 54.1-1100, Code of Virginia (1950), as amended, to be licensed by the State Board of Contractors a "CLASS A CONTRACTOR." If such a contract is for seventy-five hundred dollars (\$7,500) or more but less than seventy thousand dollars (\$70,000), (one thousand dollars (\$1,000) for electrical, plumbing and HVAC work) the bidder is required to be licensed as a "CLASS B CONTRACTOR." If such a contract is for one thousand dollars (\$1,000) or more but less than seventy-five hundred dollars (\$7,500) and is not for electrical, plumbing and HVAC work, the bidder is required to be licensed as a "CLASS C CONTRACTOR." (continued in part 2)

CONTRACTOR CLASS REG. (2 of 2)

CONTRACTOR CLASS REGISTRATION (part 2 of 2): The bidder/offeree shall include in their submitted solicitation response where requested the appropriate, inserting his contractor Class (A, B, or C) license number, and Specialty. If the bidder/offeree shall fail to provide this information on his bid/proposal and shall fail to promptly provide said contractor license number to the Commonwealth in writing when requested to do so before or after the opening of bids/proposals, he shall be deemed to be in violation of § 54.1-1115 of the Code of Virginia (1950), as amended, and his bid/proposal will not be considered. If a bidder/offeree shall fail to obtain the required license prior to submission of his bid/proposal, the bid/proposal shall not be considered.

DELIVERY NOTIFICATION

DELIVERY NOTIFICATION: The Agency shall be notified as required in the solicitation prior to delivery of any items so that personnel may be available to allow access to the building and verify items received.

PAPER SUBMISSION

PAPER SUBMISSION OF BID/PROPOSAL AND ENVELOPE: If completing a paper submission of the solicitation response the bidder/offeree shall return the signed response in a sealed envelope and identified as follows: Name of Bidder/Offeree, Street or Box Number, City, State, Zip Code - AND - Close Date and Time, Solicitation No., Solicitation Description, Contract/Purchase Officer. The envelope should be addressed as directed in the solicitation. If a solicitation response is not contained in an envelope as indicated above the bidder or offeror takes the risk that the envelope, may be inadvertently opened and the information compromised which may cause the bid or proposal to be disqualified. Bids/proposals may be hand delivered to the designated location in the office issuing the solicitation. No other unrequested correspondence or other bids/proposals should be placed in the envelope.

INDEMNIFICATION

INDEMNIFICATION: Contractor agrees to indemnify, defend and hold harmless the Commonwealth of Virginia, its officers, agents, and employees from any claims, damages and actions of any kind or nature, whether at law or in equity, arising from or caused by the use of any materials, goods, or equipment of any kind or nature furnished by the contractor/any services of any kind or nature furnished by the contractor, provided that such liability is not attributable to the sole negligence of the using agency or to failure of the using agency to use the materials, goods, or equipment in the manner already and permanently described by the contractor on the materials, goods or equipment delivered.

SWAM COMPLIANCE

SMALL, WOMEN, AND MINORITY-OWNED BUSINESSES SUBCONTRACTING AND EVIDENCE OF COMPLIANCE: A. Where it is practicable for any portion of the awarded contract to be subcontracted to other suppliers, the contractor is encouraged to offer such business to small, women, and/or minority-owned (SWAM) businesses. If SWAM subcontractors are used, the prime contractor agrees to report the use of SWAM subcontractors by providing the purchasing office at a minimum the following information: name of firm, phone number, total dollar amount subcontracted, category type (small, women, or minority-owned), and type of product/service provided.

SWAM COMPLIANCE

SMALL, WOMEN, AND MINORITY-OWNED BUSINESSES SUBCONTRACTING AND EVIDENCE OF COMPLIANCE: B. Each prime contractor who wins an award in which provision of a small, women or minority-owned (SWAM) procurement plan is a condition of the award, shall deliver to the contracting agency or institution, on or before request for final payment, evidence and certification of compliance (subject only to insubstantial shortfalls and to shortfalls arising from subcontractor default) with the SWAM procurement plan. When such business has been subcontracted to these firms and upon completion of the contract, the contractor agrees to furnish the purchasing office at a minimum the following information: name of firm, phone number, total dollar amount subcontracted, category type (small, women, or minority-owned), and type of product/service provided. Final payment under the contract in question may be withheld until such certification is delivered and, if necessary, confirmed by the agency or institution, or other appropriate remedies may be assessed in lieu of withholding such payment.

AUDIT

AUDIT: The contractor shall retain all books, records, and other documents relative to this contract for five (5) years after final payment, or until audited by the Commonwealth of Virginia, whichever is sooner. The agency, its authorized agents, and/or state auditors shall have full access to and the right to examine any of said materials during said period.

OPTIONAL PREBID/PROPOSAL CONF

OPTIONAL PREBID/PREPROPOSAL CONFERENCE: An optional prebid/preproposal conference will be held at (time) and (date) at the (place). The purpose of this conference is to allow potential bidders/offerees an opportunity to present questions and obtain clarification relative to any facet of this solicitation. While attendance at this conference will not be a prerequisite to submitting a bid/proposal, bidders/offerees who intend to submit a bid/proposal are encouraged to attend. Bring a copy of the solicitation with you. Any changes resulting from this conference will be issued in a written addendum to the solicitation.

PRICE ESCALATION (1 of 2)

PRICE ESCALATION/DE-ESCALATION (part 1 of 2): Price adjustments may be permitted for changes in the contractor's cost of materials not to exceed the increase in the following index/indices: _____. Price adjustments may also be allowed if the Commonwealth institutes an eVA transaction fee to be paid by Vendors effective July 1, 2003. No price increases will be authorized for ____ calendar days after the effective date of the contract, except for the eVA transaction fee. Price escalation may be permitted only at the end of this period and each ____ days thereafter and only where verified to the satisfaction of the purchasing office. However, "across the board" price decreases are subject to implementation at any time and shall be immediately conveyed to the Commonwealth. Contractor shall give not less than 30 days advance notice of any price increase to the purchasing office. Any approved price changes will be effective only at the beginning of the calendar month following the end of the full 30 day notification period. (continued in part 2)

PRICE ESCALATION (2 of 2)

PRICE ESCALATION/DE-ESCALATION (part 2 of 2): The contractor shall document the amount and proposed effective date of any general change in the price of materials. Documentation shall be supplied with the contractor's request for increase which will: (1) verify that the requested price increase is general in scope and not applicable just to the Commonwealth of Virginia; and (2) verify the amount or percentage of increase which is being passed on to the contractor by the contractor's suppliers. The purchasing office will notify the using agencies and contractor in writing of the effective date of any increase which it approves. However, the contractor shall fill all purchase orders received prior to the effective date of the price adjustment at the old contract prices. The contractor is further advised that decreases which affect the cost of materials are required to be communicated immediately to the purchasing office.

PRIME CONTRACTOR RESPONSIB

PRIME CONTRACTOR RESPONSIBILITIES: The contractor shall be responsible for completely supervising and directing the work under this contract and all subcontractors that he may utilize, using his best skill and attention. Subcontractors who perform work under this contract shall be responsible to the prime contractor. The contractor agrees that he is as fully responsible for the acts and omissions of his subcontractors and of persons employed by them as he is for the acts and omissions of his own employees.

REFERENCES

REFERENCES: Bidders shall provide a list of at least 3 references where similar goods and/or services have been provided. Each reference shall include the name of the organization, the complete mailing address, the name of the contact person and telephone number.

RENEWAL OF CONTRACT

RENEWAL OF CONTRACT: This contract may be renewed by the Commonwealth upon written agreement of both parties for (one year)/(successive one year periods), under the terms of the current contract, and at a reasonable time (approximately 90 days) prior to the expiration.

RENEWAL OF CONTRACT

RENEWAL OF CONTRACT: This contract may be renewed by the Commonwealth for (one year)/(____ successive one year periods) under the terms and conditions of the original contract except as stated in 1. and 2. below. Price increases may be negotiated only at the time of renewal. Written notice of the Commonwealth's intention to renew shall be given approximately 90 days prior to the expiration date of each contract period. 1. If the Commonwealth elects to exercise the option to renew the contract for an

additional one-year period, the contract price(s) for the additional one year shall not exceed the contract price(s) of the original contract increased/decreased by more than the percentage increase/decrease of the _____ category of the CPI-W section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available. 2. If during any subsequent renewal periods, the Commonwealth elects to exercise the option to renew the contract, the contract price(s) for the subsequent renewal period shall not exceed the contract price(s) of the previous renewal period increased/decreased by more than the percentage increase/decrease of the _____ category of the CPI-W section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.

SUBCONTRACTS

SUBCONTRACTS: No portion of the work shall be subcontracted without prior written consent of the purchasing agency. In the event that the contractor desires to subcontract some part of the work specified herein, the contractor shall furnish the purchasing agency the names, qualifications and experience of their proposed subcontractors. The contractor shall, however, remain fully liable and responsible for the work to be done by its subcontractor(s) and shall assure compliance with all requirements of the contract

eVA BUS.-TO-GOVERN. CONTRACT

eVA BUSINESS-TO-GOVERNMENT CONTRACTS & ORDERS: The contract will result in () eVA purchase order(s) with the following transaction fees. For orders issued prior to August 16, 2006 the Vendor Transaction Fee is 1% capped at a maximum of \$500 per order. For orders issued August 16, 2006 and after, the Vendor Transaction Fee is: (i) DMBE-certified Small Businesses: 1% capped at \$500 per order. (ii) Businesses that are not DMBE-certified Small Businesses: 1% capped at \$1,500 per order. The eVA transaction fee will be assessed approx. 30 days after each purchase order is issued. Any adjustments (increases/decreases) will be handled through eVA change orders. eVA the Internet electronic procurement solution, web site portal streamlines & automates government purchasing activities in the Commonwealth. The portal is the gateway for vendors to conduct business with state agencies & public bodies. The eVA transaction fee will be assessed approx. 30 days after each purchase order is issued. Any adjustments (increases/decreases) will be handled through eVA change orders. eVA the Internet electronic procurement solution, web site portal streamlines & automates government purchasing activities in the Commonwealth. The portal is the gateway for vendors to conduct business with state agencies & public bodies.

eVA BUS-TO-GOVERN. CONTRACT

Vendors desiring to provide goods &/or services to the Commonwealth shall participate in the eVA Internet e procurement solution & agree to comply with the following: If this solicitation is for a term contract, failure to comply with the requirements in a. & b. below will be just cause for the Commonwealth to reject your bid/offer or terminate this contract for default. a.) Submit a fully executed AMS Trading Partner Agreement, which can be downloaded from www.eva.state.va.us. AMS is the Commonwealth's service provider to implement & host the eVA e-procurement solution. b.) Provide an electronic catalog (price list) or index page catalog for items awarded under a term contract. The format of this catalog shall conform to the eVA Catalog Interchange Format (CIF) Specification that can be downloaded from www.eva.state.va.us. Contractors should e-mail Catalog or Index Page to eva-catalog-manager@dgs.virginia.gov.

AVAILABILITY OF FUNDS

AVAILABILITY OF FUNDS: It is understood and agreed between the parties herein that the agency shall be bound hereunder only to the extent of the funds available or which may hereafter become available for the purpose of this agreement.

BEST VALUE AWARD(S)

BEST VALUE AWARD(S): Selection shall be made of two or more offeror(s) deemed to be fully qualified and best suited among those submitting best value proposals on the basis of the evaluation factors included in this solicitation, including price, if so stated. Negotiations shall be conducted with the Offeror(s) whose proposal(s) represent the most advantageous and best offer. Awards up to \$100,000 may be made to a reasonably ranked minority or woman-owned offeror that is other than the highest ranking offeror when such purchases are made under a remedial procurement plan established in accordance with guidelines proscribed by the Department of Minority Business Enterprise (DMBE). Awards over \$100,000 will be made on a best value basis to the Offeror(s) which, in its opinion, represents the best overall combination of quality, price, and various elements of required goods/services, as stated in this solicitation, that in total are optimal relative to the agency's needs. The Commonwealth may cancel this solicitation or reject proposals at any time prior to an award, and is not required to furnish a statement of the reasons why a particular proposal was not deemed to be the most advantageous (Code of Virginia, § 2.2-4359 D). The award document will be a contract incorporating by reference all the requirements, terms and conditions of the solicitation and the contractor's offer as negotiated.

EMERGENCY STANDBY SERVICES
SOLISITATION 81
January 05/2007

Mandatory Pre-Proposal Meeting Questions and Answers.

1. Question: Is there any preference given to Small Minority Business?

Ans.: In our evaluation process a small business and/or an offeror, who offers and demonstrates that they will utilize small businesses as subcontractors or who may partner with a small business will be evaluated higher in section 5.1.5 of attachment 1.

All small business used by an offeror must have that vendor register with the commonwealth Department of Minority Business Enterprises.

2. Does contract extend to Washington D.C.?

Ans.: No, Any resulting Contract is for use by the Commonwealth of Virginia, Department of Emergency Management.

3. Will there be more than one contract issued?

Ans. There may be more than one contract issued. The panel members will determine what is in the best interest of the Commonwealth and issue more than one contract.

4. Will there be a need for personnel from a vendor to be on site prior to an event occurring?

Ans.: We would require the vendor to provide a person to be on site, in the EOC prior to and during an event. Any charges for this person should be included in your proposal. It may be necessary to have this person on site at least 72 hours prior to a expected event.

Note: Through the Governors latest business initiative local companies will be on site to provide updates on how they will be able to respond to the public needs. Companies like Wal-Mart, Kroger, Lowes, Target, K-Mart and Food Lion.

5. Who will be responsible for delivering equipment/material into a facility?

Ans.: It will depend upon the situation at the time, you may required to drop off or delivery within a facility. Including unloading and unpack aging.

6. Would debris removal be part of this RFP?

Ans.: No, what we would require however is that if roads are blocked by debris, we would want you to open those roads by pushing the debris aside so that emergency and other vehicles can delivery their goods.

7. If id performing an emergency response a vendor has to remove a fence or something similar would be vendor be responsible for repairing what he had to break, remove or destroy in performing his mission?

Ans.: No that will be the commonwealth's responsibility.

8. What is considered acceptance of equipment and/or material?

Ans.: When the equipment and/or material is delivered to the end user per the instruction given by the ordering entity.

9. Are there a preset number of generators that would be required in an emergency?

Ans.: We would like you to tell us what and how many generators you would have access to, however we would like to bid them as individual items and not groups of 10, 20, 200 etc..

10. Can you provide an example of the kind of generators that would be listed in a category?

Ans.: We will provide an attachment that will show what might be requested for a category 3 storm. There are too many possibilities to try to cover all situations.

11. Would we be able to store fuel for the generators on site?

Ans.: You may be able to store fuel in a tanker, not a balder. In any event you must be in compliance with DEQ requirements.

Special Note: There are 139 political sub-division in the Commonwealth, with the permission of the Department of Emergency Management these sub-division may be authorized to use any resulting contracts(s). The same terms and conditions of the contract will apply to any entity granted use of a contract.

12. How many times last year was a political sub-division authorized to use the existing Contract?

Ans.: Three times

13. Who are the current Contract holders?

Ans.: GARNER and DRC.

14. On page 5, section 4.2.4, what do the "XXXXXX" represent?

Ans.: these "XXXX" should be deleted.

15. What type of delivery vehicle should be used, box truck, trailer truck etc.?

Ans.: The delivery vehicle type will be up to the vendor and should be one that can easily accommodate the delivery and unloading activity.

16. Are there any limits on how many pages that can be submitted with a proposal?

Ans.: There are no limits on pages, provide all the information required by the RFP, Answer all the questions and do this as economically as possible.

17. Will pricing be rated in the evaluation process?

Ans.: Pricing will be considered but may not be a determining factor. Experience and past performance will be looked at and evaluated very closely.

18. Any idea what has been spent on the current Contracts to date?

Ans.: Somewhere between 5-6 million dollars.

19. There is a Contract in place by New York City, the Commonwealth of Virginia has access to this Contract, and will any resulting contract from this RFP have the same multi State use?

Ans.: No Any resulting Contract(s) from this RFP will be strictly for use by the Commonwealth of Virginia.

NOTE: Under the Emergency Management Assistance Compact (EMAC), which the Commonwealth of Virginia is a part, any resulting contract(s) at the direction of the Virginia Department of Emergency Management, may be used by other EMAC entities if a mission request is received.

Prepared and sent by:
Robert A. Parolisi VCO
Statewide Services Contract Officer

3.0 CONTRACTOR REPRESENTATIVES

3.1 Contractors Representatives

The Garner Lead representative and project personnel will be selected from the following individuals:

John Temperilli

Vice President Disaster Response

jtemperilli@garner-es.com

281-930-1200 office

713-254-7985 cell

143*61463*33 direct connect

Ed Crook

Disaster Response

ecrook@garner-es.com

281-930-1200 office

713-206-4155 cell

143*61463*62 direct connect

Vincent Velasquez

Disaster Response

vvv@garner-es.com

281-930-1200 office

713-818-5738 cell

143*61463*61 direct connect

Brian Murphy

Disaster Response

bmurphy@garner-es.com

281-930-1200 office

713-818-5382 cell

143*61463*63 direct connect

Debbie Smith

Disaster Response

dsmith@garner-es.com

281-930-1200 office

281-303-9684 cell

143*61463*59 direct connect

4.0 Proposal Submission Requirements¹

¹ PROPOSAL PREPARATION AND SUBMISSION REQUIREMENTS- 4.2.2 "Each paragraph in the proposal should reference the paragraph number of the corresponding section of the RFP.

4.2.2 Completed Offerors Data Sheet

*4.2.2 Completed Offerors data Sheet, included as **Attachment A** to the RFP, and other specific items or data requested in the RFP.*

Attachment A- Offeror's Data Sheet

SEE NEXT PAGE-

ATTACHMENT A

OFFEROR'S DATA SHEET

1. **QUALIFICATIONS OF OFFEROR:** The Offeror must have the capability and capacity in all respects to fully satisfy all of the contractual requirements.

2. **VENDOR'S PRIMARY CONTACT:**

Name: JOHN R. TEMPERILLI Phone: 281-930-1200 Cell: 713-254-7985

3. **YEARS IN BUSINESS:** Indicate the length of time you have been in business providing this type of service.
25 Years 0 Months

4. **VENDOR INFORMATION:**

FIN OR FEI Number: 76-0134613
 (If Company, Corporation, or Partnership)

SSN: N/A
 (If Individual)

5. **REFERENCES:**

A. Indicate below a listing of at least four (4) current accounts, either commercial or governmental, that your company is servicing. Include the length of service and the name and phone number of the person the purchasing agency has your permission to contact.

CLIENT'S NAME & ADDRESS	LENGTH OF SERVICE	CONTACT PERSON AND TELEPHONE NUMBER
Florida Division of Emergency Management 2555 Shumard Oak Blvd. Tallahassee, FL 32399-2100	9 Years	Mr. Charles Hagan Logistics Director 850-410-1263
City of Port Arthur Office Of Emergency Management P.O. Box 1089 Port Arthur, TX 77641-1089	3 Years	Mr. John Owens Emergency Management Coordinator 409-983-8616
United States Coast Guard Sector Galveston P.O. Box 0149 Houston, TX 77553-0149	11 Years	LCDR Joe Leonard, Jr. 409-682-1266
State of New York Office of General Services Mayor Erastus Corning 2nd Tower Empire State Plaza Albany, NY 12242	9 Years	Ms. Monica Wilkes Director, Office of General Services 518-473-4393
Commonwealth of Virginia Department of Emergency Management 10501 Trade Court Richmond, VA 23236-3713	7 Years	Mr. Harry Colestock SERT Chief 804-897-6500
State of South Carolina Division of Emergency Management 2779 Fish Hatchery Road West Columbia, SC 29172	2 Years	Mr. Michael Elieff Response Coordinator 803-737-8717

REFERENCE SECTION 5.1 OF THIS PROPOSAL FOR A COMPLETE LISTING OF REFERENCES

Attachment B- Small Business Subcontracting Plan

Active Engagement of DMBE Certified Firms

Garner Environmental Services, Inc. (GESI) is a fully accredited and certified professional emergency response firm headquartered near Houston, Texas. We have, in our history of response, attempted to enact our Disaster Response Division and Corporate philosophy in utilizing as many local and indigenous Commonwealth of Virginia firms as possible. This is being done in support of the current contract with the Commonwealth of Virginia, and the work currently ongoing for the City of Richmond in response to the effects of Tropical Storm Ernesto.

We recognize the importance of the Governor's Initiative involving the active engagement of DMBE certified firms and have actively sought to court the involvement of such firms for the current bid. Having been in professional private sector response for over 25 years as a company, and over 20 years as an individual, this type of courtship must be able to support the operational response and recovery goals of the state or locality in which Garner and the state are engaged. Local firms are, and must be, engaged with a clear vision and goal of supporting the recovery of a community adversely affected by natural or human induced catastrophe. Every effort will be made to find other qualified minority vendors and local service providers who can support the operational concept of positively affecting the outcomes for the victims. Garner is in full support of the use of Minority and Small Disadvantaged Business Enterprises and the pre-identification of these enterprises providing they can positively affect the outcome for the victims of a given disaster.

In support of the devastating back to back hurricane seasons of 2004 – 2005, as well as in support of our other core business service lines, Garner has used a Texas Woman owned business enterprise, Sun Coast Resources, as the major provider of fuel and emergency fuel support services. While I acknowledge the lack of registration with DMBE, it further serves to illustrate the Garner commitment to the use of WBE who in turn can clearly support the mission of a response which is to positively affect the outcome of an event for the victims.

In this section please find certifications from a federally certified small disadvantaged business with SBA 8(a) status; a veteran owned business we are utilizing in our current response in the City of Richmond; a Woman Owned Business Enterprise, Sun Coast Resources, from the state of Texas; and the DMBE certification from Survival Creations, with whom we fully intend to engage in substantive subcontracting negotiations should the pursuit of this contracting opportunity prove fruitful. Garner will also seek to have those qualified firms with whom we are currently doing business pursue fully their DMBE certification.

ATTACHMENT B

Small Business Subcontracting Plan

Definitions

Small Business: "Small business" means an independently owned and operated business which, together with affiliates, has 250 or fewer employees, or average annual gross receipts of \$10 million or less averaged over the previous three years. Note: DMBE-certified women- and minority-owned businesses shall also be considered small businesses when they have received DMBE small business certification.

Women-Owned Business: Women-owned business means a business concern that is at least 51% owned by one or more women who are citizens of the United States or non-citizens who are in full compliance with United States immigration law, or in the case of a corporation, partnership or limited liability company or other entity, at least 51% of the equity ownership interest is owned by one or more women who are citizens of the United States or non-citizens who are in full compliance with United States immigration law, and both the management and daily business operations are controlled by one or more women who are citizens of the United States or non-citizens who are in full compliance with the United States immigration law.

Minority-Owned Business: Minority-owned business means a business concern that is at least 51% owned by one or more minority individuals or in the case of a corporation, partnership or limited liability company or other entity, at least 51% of the equity ownership interest in the corporation, partnership, or limited liability company or other entity is owned by one or more minority individuals and both the management and daily business operations are controlled by one or more minority individuals.

All small businesses must be certified by the Commonwealth of Virginia, Department of Minority Business Enterprise (DMBE) to participate in the SWAM program. Certification applications are available through DMBE online at www.dmbv.virginia.gov (Customer Service).

Bidder/Offor Name: Garner Environmental Services, Inc.

Preparer Name: John Temperilli, VP Disaster Resposne

Date: 17JAN2007

Instructions

- A. If you are certified by the Department of Minority Business Enterprise (DMBE) as a small business, complete only Section A of this form. This shall include DMBE-certified women-owned and minority-owned businesses when they have received DMBE small business certification.
- B. If you are not certified by DMBE as a small business and plan to subcontract part of this contract with a DMBE certified business, complete only Section B of this form.
- C. If you are not certified by DMBE as a small business and cannot identify any subcontracting opportunities to subcontract part of this contract with a DMBE-certified business, only provide the information requested in Section C of this form.

Section A

If your firm is certified by the Department of Minority Business Enterprise (DMBE), are you certified as a (check only one below):

- Small Business
- Small and Women-owned Business
- Small and Minority-owned Business

Certification number: _____ Certification date: _____

ATTACHMENT 1 - TO EMERGENCY STANDBY SERVICES RFP 81

Section B

Populate the table below to show your firm's plans for utilization of DMBE-certified small businesses in the performance of this contract. This shall include DMBE-certified women-owned and minority-owned businesses that meet the small business definition and have received the DMBE small business certification. Include plans to utilize small businesses as part of joint ventures, partnerships, subcontractors, suppliers, etc.

B. Plans for Utilization of DMBE-Certified Small Businesses for this Procurement

Small Business Name & Address DMBE Certificate #	Status if Small Business is also: Women (W), Minority (M)	Contact Person, Telephone & Email	Type of Goods and/or Services	Planned Contract Involvement	Planned Annual Contract Dollar Expenditure Amount
Survival Creations 501 Goosley Rd. York Town, VA 23690 #S-8909	WOMEN	Mrs. Taylor 757-472-8816 taylorlaura37@yahoo.com	Manpower in the State & Local EOC	AS NEEDED UPON ACTIVATION OF CONTRACT	
Totals \$					

ATTACHMENT 1 - TO EMERGENCY STANDBY SERVICES RFP 81

Section C

Respond to how your business has met or exceeded at least two of the following indicators within the past 24 months. Your response may include any good faith efforts made regarding this procurement.

C. Good Faith Effort Indicators by the Bidder/Offeree

1. Identify areas of work your business has subcontracted to DMBE-certified small businesses for other contracts. Include company names, dates, dollar amounts, and percentages on a per contract basis.

None to date. Standing emergency service contract since 2000. Activated 3 times on an emergency basis.

2. List research efforts conducted by your business in the past to locate DMBE-certified small businesses by advertising in publications or in the classified section of the newspaper where small businesses are likely to see it. List specific publications and dates.

Research efforts based on meeting and exchange of information done after pre-bid meeting.

3. List small business outreach meetings, conferences, or workshops conducted by your firm to locate DMBE-certified small businesses—including the dates, participation numbers, and results.

Not Applicable

4. Provide documented correspondence (i.e., certified mail, email, receipt of fax transmissions, etc.) to small businesses from the lists provided by DMBE and other outreach agencies and organizations which indicates your solicitation of such for utilization of subcontracting opportunities on other contracts for which your business has competed.

Garner has obtained DMBE list and will research additional DMBE organizations for utilization of subcontracting opportunities upon award of contract.

5. List areas of work which your business has subcontracted with DMBE-certified small businesses for upcoming contracts—including the name of the business, certification number, dates, dollar amounts, and percentages on a per contract basis.

As this is the only contract we currently have, we have not yet used DMBE businesses

6. Provide documentation of any assistance offered to interested small businesses in obtaining bonds, lines of credit, and/or insurance for any present or past contracts your business has in place.

None

7. Provide documentation of follow-up on initial contacts with DMBE-certified small businesses (e.g., telephone call logs, emails, certified letters, etc.). Be sure to list the small business name and dates of contact.

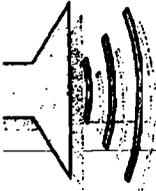
See attached.

Jan 15 07 03:47p

La'Ura Taylor

7578878902

p. 2



Survival Creations
Homeland Security Consulting
Government and Business Preparedness Solutions

- o Mission: Improving the overall preparedness goals of our communities

Garner Environmental Services, Inc
1717 West 13th Street, Deer Park,
Texas 77536
Office # 281 930 1200
Fax # 281 478 0296

January 15, 2007

Survival Creations is Homeland Security Consulting Company that provide services and programs to improve the prevention, planning, responses, recovery of all emergencies /disasters. Survival Creations partners includes local, state, federal and private sector to enhance the overall goal to improve the emergency management capabilities. As our mission states "improving the overall preparedness goals of our communities", is what we offer at all levels of government.

Survival Creations is partnering with the Garner Environmental Services, Inc. on Emergency Standby Services Request for Proposal (RFP) 81 as a SWAM certified Commonwealth of Virginia, Women-Owned Company. Certification # S-8909 expiration date December 15, 2007. Survival Creations plans to renew the SWAM certification for another three years.

Survival Creations would like to offer manpower/personal services at the State and Local(s) EOC to meet the requirements as stated in the RFP 81. Survival Creations also will extend other services to meet the need of the contract to Garner. Survival Creations is looking forward to provide excellent services on behalf of Garner to the Commonwealth of Virginia.

If Survival Creations is needed to provide any further information please contact us.

La'Ura Taylor, CEO
Survival Creations

Survival Creations Head Quarters
591 Gosley Rd.
Yorktown, VA 23690

Office# 757-472-8902
Fax# 757-337-0583

P. 5

7578878902

La'Una Taylor

Jan 15 07 03:47p

COMMONWEALTH OF VIRGINIA



DEPARTMENT OF MINORITY BUSINESS ENTERPRISE

This certificate is to acknowledge that **SURVIVAL CREATIONS** is a certified Woman Business Enterprise (WBE) in the Commonwealth of Virginia, meeting all requirements as set forth in the Virginia Administrative Code § 7VAC 10-20-20.

Certification Number: S-8909
Valid Through: December 15, 2007

Edward L. Hamm, Jr.

Edward L. Hamm, Jr., Director

December 15, 2004

Date



2656 CENTERVIEW DRIVE
SUITE 4
CHANTILLY, VA 20151
PHONE: (703) 955-7510
FAX: (202) 318-6480
WWW.FIRSTLINETECH.COM

January 15, 2007

Garner Environmental Services, Inc.
1717 W. 13th Street
Deer Park, TX 77536

Dear Sir or Madam:

First Line Technology, LLC will support Garner Environmental Services, Inc. with First Line Technology's products and services upon award of contact from the Commonwealth of Virginia for Emergency Standby Services. First Line Technology is a federally certified small disadvantaged minority business with SBA 8(a) status. First Line Technology is headquartered in Chantilly, Virginia and is a registered business with the Commonwealth of Virginia.

First Line Technology, LLC provides THE TOTAL SOLUTION for your emergency response needs. Our products and services include Decontamination Systems, Shelter-in-Place Kits, and Personal Protection Equipment including Respirators, Escape Hoods, Cooling Vests, Cots, MRE's, Water Filtration, and Cots with Sleeping Accessories Plus DHS and JCAHO Compliant Planning, Training and Exercises for Government, Hospitals, and the Private Sector. Through our consortium of small businesses we have access to much more equipment and supplies but we like to focus on these niche product lines. We also have warehouses of ruggedized disaster medical equipment such as stretchers, ventilators, and operating tables with quantities up to one million units.

For more information please contact myself at (703) 955-7510 x 121 or email me at akapoor@firstlinetech.com.

Sincerely,

Amit Kapoor
President

January 15, 2007

Vincent V. Velasquez
Garner Environmental Service, Inc.

Dear Mr. Velasquez,

Woodfin Heating Inc. is a family owned business. John Woodfin, founding owner, is a veteran and graduate from Virginia Military Institute. His son Jack Woodfin a V.M.I. graduate and is currently our executive VP and COO. We are a Class "A" Contractor with an excellent record with the Richmond Better Business Association. We hold current memberships in the Oil Heat Association of Central Virginia, Greater Richmond Fuel Oil Institute, Retail Merchants Association, Virginia Petroleum Jobbers and Convenience Store Association. Jack Woodfin is also a board member of the National Oil Research Association. We hold certification with the Department of Criminal Justice Services and are certified instructors for HM126F courses (Hazardous Waste). Our local community service has been through the Positive Vibe Café which is a training operation for the handicapped, the Boys Home of Virginia and local SPCA.

I hope this writing gives you an idea of our local involvement. I am sure there are other areas we are active in due to other business involvements by the Woodfins that I may not be personally aware of.

If you have any questions please feel free to contact me.

Sincerely,

Mark Stone



January 16, 2007

Garner Environmental Services, Inc.
1717 West 13th Street
Deer Park, TX 77536
Fax # 281-478-0296

Subject: Emergency Standby Services Request for Proposal 81

Sun Coast Resources, Inc., formed in 1985, is one of the largest wholesale petroleum wholesalers and emergency response companies in the country. Sun Coast has a proprietary distribution fleet and professional emergency response staff with proven expertise during the most challenging disasters. As the largest woman owned business in Texas, and access to fuel throughout the country (with substantial lines of credit) with all major U.S. refiners, Sun Coast's track record and performance under fire is well established.

Sun Coast has partnered with Garner Environmental Services for several years and has once again aligned with them regarding RFP 81. Sun Coast has the capacity, capability and assets required to provide unparalleled emergency fueling services to the Commonwealth of Virginia. Should you require additional information regarding this or any other matter, please don't hesitate to call. Thanks for your consideration.

Regards,

Kyle Lehne
Director of Emergency Response Services
713-844-9658
jklehne@suncoastresources.com

www.suncoastresources.com

4.2.3 Ability to Provide Emergency Standby Services

4.2.3 A written narrative statement to include experience in providing the services described herein and the demonstrated ability to provide Emergency Standby Services. Offerors should include information substantiating their ability to provide adequate level of service. Such information should include, but not be limited to:

- *Offerors should clearly state the types of Emergency services they can provide*
 - *Number and description equipment they can provide*
 - *Location, size and number of hubs or distribution points if applicable*
 - *Description of facilities and operations that may be utilized in the performance of a declared emergency*
-

Types of Emergency Services Provided²

Founded in 1981, GES Environmental Services, Inc. (Garner) Garner is an international environmental and emergency response firm based in Houston, Texas with offices in La Marque, Texas; Port Arthur, Texas; and New Orleans, LA. Garner an ISO 9001-2000 certified privately owned firm, has been providing professional emergency response services to its valued customers for over 25 years. Garner provides fast, efficient, professional global response services 24 hours a day, 7 days a week. Safety, efficiency, and experience serve as hallmarks of Garner's success in dealing with any natural or human induced catastrophe. Garner is comprised of four main areas: Operations, Training, Emergency Response Services, and Equipment Sales.

Garner utilizes our response experience as an encyclopedia of lessons learned to provide realistic and practical approaches in responding to a variety of emergencies. As a response organization, we offer the skill sets, flexibility and lateral thinking necessary for sound, strategic and tactical decision-making in emergency situations. The following is a summary of our services, projects and responses that are directly related to this proposal and related specific tasks.

Disaster Response Services

Garner is a turnkey response company that responds to Hurricanes, earthquakes, Tornadoes, Floods, Wildfires, Oil Spills, Ice Storms, Hazardous Materials incidents, Terrorist Attacks, Weapons of mass destruction, disease-carrying vector control, Biological and Viral threats, Fires/explosions and any other man-made or natural disasters. Garner provides a wide variety of emergency response and recovery resources such as generator, hazardous materials response equipment, and disaster management personnel. As a turnkey provider for response services Garner provides all labor, supervision, equipment, supplies, during and in preparation of emergencies and disasters, to include, loading /unloading, transportation to deliver, installation and monitoring of equipment, quality control, technical advice and reporting.

Garner provides disaster preparedness, response and plan writing services. Garner provides these services to county, state, and federal agencies as well as to private industry. Garner disaster response experience is wide and varied including spraying for mosquitoes during a West Nile Virus outbreak; procurement and delivery of materials, equipment and personnel to remote regions for a 28,000 bbl oil spill in Bolivia; helping to control and suppress wild fires in Florida; or providing turnkey pump, power, and materials handling resources for disasters, both man made and natural. Garner was also a prime

² RFP Section 4.2.3 "Offerors should clearly state the types of Emergency services they can provide"

contractor in the New York World Trade Center cleanup effort with personnel working on the Staten Island Forensic Debris recovery project.

Operations

Garner responds to any type of emergency incident with professional personnel to ensure a safe, effective, and compliant response. Garner employs fully certified, extensively trained, and widely experienced personnel. Each Response Team is outfitted with state-of-art equipment and instrumentation. Practical field experience coupled with superior equipment enables Garner to dispatch an appropriate response to any emergency within minutes of the call. Garner is quick to mitigate the spill, i.e. contain and prevent the spread of material into the surrounding environment. A timely, safe, and cost conscience response minimizes the impact to the surrounding environment, and therefore, limits expense and liability to the client. Each Garner responder is well disciplined in proper safety material handling, communications, and quality awareness.

Training

Garner specializes in four areas of training: Oil Spill, HazMat, Rescue and EMS. All classes meet all OSHA, NFPA and other federally mandated standards. Training classes are tailored to each client's needs and address client-specific work policies.

Garner experience and customer service meets or exceeds the needs and expectations of our clients around the country and around the world.

Garner Disaster Response Services

Professional Services & Support	Field & Operations Support
<ul style="list-style-type: none"> • EOC / EMAC Staff Surge Support • LSA (Logistical Staging Area) Management • POD (Points of Distribution) Mobilization & Support • Warehouse Operations Support • VSAT / Satellite Communications • Fuel Supply / Distribution Support / Management • Evacuation Support • Fire Suppression Support • Food, Water, & Ice Procurement • Disaster Preparedness – Plan Writing & Support / Drills / Exercises • Training - ICS / ESF/ Hazwoper / Rescue / Confined Space 	<ul style="list-style-type: none"> • Emergency Power • Material Handling Equipment Emergency Pumping • Heavy Equipment • Base Camps • Hazardous Material Response Emergency Lighting • Temporary Housing • Mass De-Contamination • Beach Restoration • Household Hazardous Waste • White Goods • Rescue & Body Recovery • Forensics Debris Segregation & Evidence Recovery • Animal Carcass Recovery & Disposal • Mass Animal Depopulation (Avian) • Insitu Burning

Garner Emergency Response, Training & Other Services

<p>Emergency Response</p> <ul style="list-style-type: none"> • Oil & Haz-Mat Spills Clean-Up • Barge Leaks / Marine Collisions • Truck Rollovers / Transfers • Rail Car Derailments • Body Retrieval & Bio Hazard Clean-up • Air Monitoring • U.S. Coast Guard O.S.R.O. • CHEMTREC Approved Contractor 	<p>Training</p> <ul style="list-style-type: none"> • HAZWOPER • Technical Rescue • Confined Space & Rescue • Specialized Training • First Aid / CPR / AED • Industrial Firefighting • Chemical Specific Training • Oil Spill Response • Incident Command • Highway Transportation • Specific Hazard • Railcar Transportation Emergency • Weapons of Mass Destruction • Awareness • Response
<p>Confined Space</p> <ul style="list-style-type: none"> • Stand-By Rescue • Medical Technicians • Safety Professionals • Fire / Hole Watch 	<p>Sewer Cleaning & Dewatering</p> <ul style="list-style-type: none"> • Large Diameter Sewer Cleaning • Dewatering • Services • Digester & Sump Cleaning • Storm Water Vessels • Specialty Submersible Pumps • Sewer Cleaning Equipment

Industrial Services

- Tank, Pipelines & Vessel Cleaning
- Retention Ponds
- Heat Exchanger Cleaning
- Separator Cleaning
- Drilling Rigs
- Harbor Facilities
- Remediation
- Waste Management & Disposal Services
- Facility & Equipment Decontamination
- Dry & Liquid Vacuum Truck Services

Equipment & Product Sales

- Sorbents
- Containment Boom
- Skimmers
- Custom Spill Kits
- Boom Reels
- Response Trailers
- Overpack Drums
- Temporary Storage
- Specialty Chemicals
- Wastewater equipment
- Oil / Water Separators

Summary of Services, Projects, and Responses Related to Proposal³

The following is a summary of our services, projects and responses that are directly related to this proposal and related specific tasks (Reference Section 5.3 of this proposal for a complete disaster response history):

2006-Tropical Storm Ernesto Flooding - At the request of the Virginia Department of Emergency Management (VDEM) and the City of Richmond, Virginia, Garner supplied turn-key, around-the-clock supervision for the relief efforts dealing with the effects of the sewage-contaminated flood waters of Tropical Storm Ernesto. For over five months, Garner provided for the pumping of flood waters throughout the city and the decontamination efforts of the affected areas. Garner provided the personnel, pumps, generators, mechanics, operators, fuel, hoses, and all other necessary equipment in their operations.

Through its strategic alliances, Garner was able to have equipment mobilized, installed, and operational within twelve hours of initial activation during the Labor Day holiday weekend. Garner crews, through their expertise, maintained eleven 18 inch dewatering pumps with over 21,000 feet of discharge piping. Concurrently, Garner, working closely with the Commonwealth and local regulatory officials, applied over 128,000 pounds of hydrated lime to chemically raise the ph of the sewage contaminated soil to a safe level. Garner also decontaminated all of the residential hard surface areas in the affected area, using sodium hypochlorite and high volume water flushing.

To date, Garner response members have pumped over 2.5 billion gallons of sewage- contaminated flood waters, preventing the hazardous water re-flooding in surrounding communities. Also, Garner continues the gross residential decontamination and sludge solids removal in several square miles of the Battery Park area of Richmond, VA, an area that was severely affected by the contaminated flood waters following Ernesto.

2005 Hurricanes (Dennis, Katrina, Rita, and Wilma) – Garner Environmental Services, Inc mobilized for the 2005 Hurricane season on July 6, 2005 for Hurricane Dennis and continued its response efforts well into 2006, providing services, equipment, logistics, and surge response. During the unprecedented 2005 hurricane season, Garner simultaneously managed and operated seven Logistical Staging Areas (LSA) in West Palm Beach, FL; Pensacola, FL; Live Oak, FL; Stennis, MS; Franklinton, LA; Lake Charles, LA; and Port Arthur, TX for a myriad of clients. These clients included the Florida Division of Emergency Management (FLDEM); Mississippi Emergency Management Agency (MEMA); Louisiana Office of Homeland Security and Emergency Preparedness (LAHSEP); City of Port Arthur; United States Coast Guard; the Federal Emergency Management Agency (FEMA); and Murphy Oil USA.

Garner mobilized, tracked, and recovered over 2 thousand deployed of pieces of equipment, which were dispatched for its clients throughout the season's storms. Garner representatives worked in close coordination with federal, state, and local officials in the Emergency Operation Centers in Tallahassee, FL; Stennis, MS, Baton Rouge, LA; and Port Arthur, TX. Garner supplied the client's citizenry with emergency power generators for critical needs infrastructure, material handling equipment for emergency goods warehousing and Points of Distribution (POD's), and emergency pumping assets.

After the impact of Hurricane Katrina, Garner led the technical decontamination projects on the San Gabriel morgue (New Orleans area), New Orleans International Airport, and mobile/temporary body storage units in the New Orleans area. Garner Logisticians were key in obtaining and procuring the cables and sandbags that were deployed on the breeched levies in New Orleans. Garner also served as the prime spill contractor on the Murphy Oil spill in Southern Louisiana.

Garner dedicated several emergency fueling assets throughout the Gulf Coast. For the City of Port Arthur, Garner installed over 80 emergency power generators within 72 hours. Garner's service was also highlighted during Hurricane Wilma, where crews installed a 200 kilowatt generator within 6 hours

³ RFP Section 4.2.3 "Offerors should include information substantiating their ability to provide adequate level of service."

post-landfall at a dialysis clinic in West Palm Beach, FL. It was later determined that the generator provided power to the critical dialysis machines that gave life sustaining dialysis to over 250 people.

2004 Florida Hurricanes (Charley, Frances, Ivan, and Jeanne) – Garner was activated by the Florida Division of Emergency Management (FLDEM) on August 12, 2004 and demobilized on October 22, 2004 in response to four hurricane strikes (three majors). Garner was an instrumental part of the largest Federal Response in the history of the United States to date, within State Emergency Response Team's (SERT) Logistics Section as well as its Emergency Support Function 7 (ESF7). In the response, Garner mobilized, tracked, and recovered over 870 pieces of equipment used for emergency power, emergency pumping, and materials handling (i.e. MRE's, Water and Ice). Garner personnel helped staff and manage the Logistical Staging areas designated by the State of Florida to receive and subsequently supply the disaster victims in the state with emergency power, food, water and ice. Garner also provided hundreds of loads of ice to supplement the Florida Response. Garner worked in extremely close coordination with Forestry, Emergency Management, ACOE, National Guard, etc.

During the response Garner played a key role in coordinating an emergency multimillion gallon fuel shipment into the already fuel depleted state (due to storms cutting off the ports). Using its partners in the petrochemical industry, Garner was able to coordinate the shipment of over 30 rail cars with diesel and unleaded gasoline into the state within 72 hours. Garner logisticians also assisted the EOC in acquiring immeasurable loads of commodities such as flares, baby goods, portable radios, insect repellent, shelf stable meals, law enforcement gear, electronics and IT materials. Garner also deployed and managed a 1000 person turn key base camp in central Florida for first responders. This base camp was a turn key self-sufficient operation that provided hot meals, sleeping quarters, laundry and shower facilities, and a medical clinic to its responder residents.

Garner field teams assisted in the Logistical Staging Area (LSA) management for over 9 LSA's throughout the state as well as staffed, managed, and operated state owned commodities warehouses. Garner's unprecedented utilization of satellite tracking units during the 2004 hurricane on its equipment allowed for an almost perfect recovery rate on deployed equipment, saving the State of Florida countless monies in replacement equipment. Also, Garner's close attention to detail allowed the State of Florida to receive a 100% reimbursement rate from FEMA for Garner's services rendered under the Stafford Act.

2003 Hurricane Isabel – At the request of the Commonwealth of Virginia, Garner provided logistical support in the form of portable power generators, cable, lighting plants, and pumps. This equipment provided support for over 14 different agencies within the Commonwealth including public works departments, police departments and airports. The units were used to power sewage pumping stations, drinking water systems, hospitals, nursing homes, and public shelters in Henrico County. Garner also provided materials such as flares, water coolers, batteries, and potable water to the City of New Port News, VA.

In addition to the above described services, Garner also was the lead contactor for the Virginia Department of Transportation (VDOT) Elizabeth River – Mid Town Tunnel flooding in Norfolk, VA. Garner swiftly responded with technical response personnel and high volume dewatering pumps. The Mid Town Tunnel flooded completely due to Isabel's storm surge, cutting off a vital Norfolk and Hampton Roads District artery. Using high volume trailer mounted and submersible dewatering pumps, ranging in size from 6 to 12 inches, Garner crews were able to pump an estimated 35 millions gallons of storm water. Garner teams additionally pressure washed the debris and refuse in the tunnel and vent spaces. Garner's crews and management were able to finish this project in less than 3 weeks, thus allowing the tunnel to be reopened ahead of forecasted projections.

Garner personnel were requested on-site prior to the impact of the storm event and were able to do so due to pre-existing contracts with the Commonwealth of Virginia.

2001 – 2002 New York State – World Trade Center Recovery - Garner, in direct support of New York State and the USAR activities, assisted in the recovery response effort to the terrorist attack on September 11, 2001 against the World Trade Center Complex. The activation of an existing state emergency services contract with the state of New York allowed Garner Environmental to arrive at the scene in less than 36 hours, including the delays imposed on air travel at that time. The response

team, while in transit, still managed to deploy needed equipment to the site within six hours of the request.

Initially, Garner assisted the state in its Ground Zero effort with resource procurement, coordination, logistics, and warehousing of all necessary items, including the supplies used in the conversion of a downtown armory into the Family Relief Center. Here, Garner provided items needed for basic survival and comfort, including food, water, office supplies, HVAC systems, hand washing stations, etc. Garner also supplied respiratory equipment for those in need.

Beginning on September 15th, Garner Environmental transitioned to the Forensic Debris Recovery Project, led by the New York Police Department (NYPD) and FBI, at the Staten Island Fresh Kills Landfill site. Garner, on the scene in twelve hours, was the first contractor on site. Here, Garner teamed with and supported members of the NYPD and FBI to sift through and examine all debris removed from the World Trade Center "Ground Zero" site. In its efforts, Garner helped design materials handling/debris segregation and screening facilities and directly assisted in the recovery mission of personal effects, body parts, aircraft parts, and misc. documents (contracting out to 70 operational personnel). In addition to the recovery work done on the Island, Garner provided over 40 pieces of heavy equipment (shaker screens, pay loaders, and excavators) and operating personnel in the recovery of forensic evidence from Ground Zero.

Garner worked and coordinated efforts with over 35 local, state, and federal agencies to complete the project by July 2002. In the end, Garner sifted and processed over 1.7 million tons of debris.

1998 Florida Wildfires - Garner responded to Florida's Division of Emergency Management's request during the most devastating wildfires in Florida's history and helped coordinate the largest fire response in the history of the country to date. At the request of the United States Forestry Service, Garner deployed over 70 mobile, self sustaining fire break teams. These turnkey teams, consisting of operators and low ground pressure heavy equipment, were able to sustain continuous 24 hour operations. For over six weeks, Garner provided fire breaks throughout the I-95 corridor helping to prevent these fires from spreading.

Garner was able to deploy these mobile teams via its deep logistical network. Through its well-established relationships, Garner was able to mobilize equipment after hours and on a holiday weekend. To coordinate such a large operation, Garner decided the equipment should be deployed to a central Logistical Staging Area (LSA). As the equipment arrives, it is met by onsite logisticians who inventory and then assign equipment and personnel for deployment into its respective operational theater.

Reference Section 5.3 of this proposal for a complete disaster response history

Point of Response – Garner's alliance partners and key vendors are positioned all over the United States, Mexico, Central and South America. Favorably negotiated rates and services allow Garner to bring personnel, equipment and materials from the closest geographical location, radiating outward in concentric rings of responses as needed. This allows Garner to have personnel and equipment on the ground in an impacted area in a rapid and timely manner. These hubs of response and distribution points cross the Western Hemisphere. With over 250 alliance and key vendor partnerships, coverage is extensive. It is particularly robust in the Eastern and Southeastern United States. In the 2004 Hurricane Season, Garner made over 1000 deployment of various equipment type, including pumps, light plants, forklifts, pallet jacks, cranes, loading ramps, generators, AC units, transformers, satellites phones, satellite communications packages, vehicles, command and communications trailers, consumable supplies, PPE, ice and water. In 2005, across seven Logistical Staging Areas (LSA) our supply chain supported over 2500 equipment deployments and a host of supply issues that were considered "out of the box" in response to Hurricanes Katrina and Rita

4.2.4 Specific Plans for Providing Services

4.2.4 Specific plans for providing services including:

- a) Describe/explain your company's capability to provide and or perform each of the goods and or services identified in Section 3"XXXXXXX" (specifically address each item within this section)
 - b) Describe the types of XXXX containers to be furnished by your company
 - c) Location of office(s) and hours of operations
 - d) Describe you capability to offer a charge card payment program
 - e) Specify whether or not an account manager(s) will be assigned. Describe fully any services provided through the account manager, such as site visits, consultation, problem and/or dispute resolution regarding shipment and invoices, ect.
-

Concept of Operations⁴

When state or local governments are threatened or impacted by a disaster, Garner will mobilize to assist state and local governments with support to local response and recovery operations as requested with key management personnel to the client's Emergency Operations Center and/or one of the alternate Emergency Operations Centers as warranted. Garner will also deploy adjunct field operations personnel as requested and a turnkey logistical package (personnel, equipment, and communications).

Garner's support will allow the State and/or Local Emergency Response Team to extend its direction and control capabilities into the impacted area. The area of operations assigned to Garner and the State and/or Local Emergency Response Teams will be determined based on the magnitude of the impact, logistics involved in service delivery, and the complexity/status of the impacted local governments. Ideally the State and/or Local Emergency Response Teams will be assigned to one jurisdiction (e.g. county or municipality), however, circumstances may dictate that multiple counties be served by the State and/or Local Emergency Response Teams with liaison teams assigned to each county for intergovernmental planning and coordination of resources. Garner personnel may operate at multiple Logistical Staging Area (LSA) sites statewide in support of multiple missions.

Under its client's Continuity of Operations Plan (COOP), situations may warrant the relocation of all or part of the Emergency Management structure to an alternate facility in order to maintain both emergency as well as day-to day operations, albeit a reduced work force.

The establishment and location of Garner's response team will be coordinated between Garner and its client in the Emergency Operations Center. Garner's team is designed to be a completely self-sufficient, stand-alone operation, creating no burden on the impacted community.

Assumptions

During major and catastrophic events, impacted local government (s) may require assistance in management and operations coordination. After consultation between the local jurisdiction and the State Emergency Response Team, Garner will make the determination to deploy additional personnel thus allowing the State and/or Local Emergency Response Team to expand its direction and control capabilities.

⁴ RFP Section 4.2.4-a "Describe/explain your company's capability to provide and or perform each of the goods and or services identified in Section 3"XXXXXXX...."

Corporate Resources, Practices, and Equipment⁵

Individual and Team equipment is maintained in working order at all times; team equipment is maintained and inspected in accordance with ISO 9001-2000 requirements and manufacturers specifications:

- Individual Equipment
 - Cellular Telephones (primary and backup)
 - Wireless Internet Access Card (Air card)
 - Laptop Computer
 - Company Credit Card
 - Sat Phone-as necessary
 - 4-Wheel Drive Vehicle
 - Assigned Personnel Protective Equipment (Level D minimum; steel toe boots, hard hat, safety glasses, gloves, ect.)

- Team Equipment
 - V-Sat Communication Packages
 - Mobile Command Trailers
 - Satellite Telephones
 - Mobile I.T. Kits
 - Additional Radios or Communications Systems
 - MRE's
 - Bottled Water
 - Bulk Personnel Protective Equipment

Additional support resources such as V-sat communication packages, wireless or wired computer networks, copiers, fax machines, printers, and telephone systems are available as needed. Additional command and staff support structures are also available allowing Garner and response partners to protect into forward areas.

- NIMS and ICS

One of the most important 'best practices' that Garner incorporates into their responses is the use of National Incident Management System (NIMS) Incident Command System (ICS). This is a standard, on-scene, all-hazards incident management system already in use by firefighters, hazardous materials teams, USAR, and emergency medical teams. The NIMS ICS has been mandated by the president of the United States as the standardized incident organizational structure for the management of all incidents.

USCG NIMS provides a consistent, flexible and adjustable national framework within which government and private entities at all levels can work together to manage domestic incidents, regardless of their cause, size, location or complexity. This flexibility applies across all phases of incident management: prevention, preparedness, response, recovery and mitigation

Following deployment Garner will prepare an Incident Action Plan (IAP) in accordance with the National Response Plan (NRP). The IAP will contain objectives reflecting the overall incident strategy and specific tactical actions and supporting information for the next operational period. When complete the IAP will contain a number of attachments to include a communications plan, maps of incident, photos, and any additional data relating to the response.

⁵ REF Section 4.2.4

Methodologies

Methodologies used in meeting the scope of work include how we have met those objectives with past performance. Garner provides technical assistance and consultant services to its client across the full spectrum of response and recovery operations. We provide qualified operators and technical personnel to perform all required activities in a manner that is both expedient and cost efficient consistent with safety and the best interests of the customer. Provided services/resources would include but not be limited to the following:

- a. Resource Procurement – Ongoing. A regular part of our business practice in the response and recovery field. To commence immediately upon contract award and notice to proceed. Any resources necessary for response and recovery, no matter how extraordinary, can be found consistent with the best interest of the client.
- b. Shipping and logistics management – Ongoing. Standard within the realm of our business practices in response and recovery. It is imperative that we be able to move the correct amount of response resources into theater with speed and precision. Our training is to move with a sledge hammer approach to positively affect the outcome of a disaster. Continuous improvement south, in concert with ISO standards. To commence immediately upon contract award.
- c. Transportation services – Immediate and ongoing. Standard part of current business practices. In constant mode of upgrade and improvement. Utilize many regional and national transportation services.
- d. Project management – Consistent strength of Garner Environmental in oil, chemical or disaster response. Consistent improvement sought by ongoing training of managers and supervisors in conjunction with ISO 9001 standards, NIMS and ICS. Available immediately upon award of contract.
- e. Supplementary personnel procurement – This is a standard operational mode for response and recovery projects. Garner has formed key alliances and partnerships with many who share the same philosophy – safe, timely, quality service. Immediate and ongoing.
- f. Power and light sources – During power interruptions Garner technicians and crews transport emergency lighting units and generator sets to requested locations. Garner technicians will insure that assets are properly sized, installed, and will safely power the desired location. Negotiated contracts and agreements with national vendors to supply these nationwide. Immediate and ongoing application upon award of contract.
- g. Communications Support – Standard in any large scale response is the ability to communicate by voice and data with any and all parties to the disaster. This includes cell and satellite. Garner has incorporated multiple full scale modular satellite units to our current cadre of communication equipment. Garner can also subcontract with current service provider to expand if necessary.
- h. Mass care/temporary housing – Used in past hurricane responses for forward emergency response personnel. Multiple subcontractors for housing and base camps available at a moment's notice. Immediate and ongoing access upon award of contract.
- i. Security Operations – Provision of local law enforcement personnel in multiple project settings for site security has been a standard Garner practice. Utilization of security companies has also been implemented when local law enforcement has been overwhelmed by the nature and scope of a disaster. Access immediate upon award of contract.
- j. Search and Rescue Operations – Current function typically handled by state and/or federal assets. Personnel on staff fully trained and experienced and accessible in this operation. Members of Texas Task Force One on Garner staff. Immediate access upon award of contract.
- k. Health and medical assistance – From ambulances to EMT's to extra medical staff and/or temporary clinics, Garner can supply as necessary and directed by the client upon award of contract.
- l. Debris removal (to include carcass disposition) – Please see World Trade Center Project description. We have multiple alliance partners with whom we engage in this service. Curtain and box burners and furnaces for carcass disposition have been used. Immediate access upon award of contract.
- m. Sanitation Infrastructure – Standard operating procedure for Garner projects to mobilize these units on site, to include portable toilets and roll off boxes as needed. Supplemental power to sewer lift stations as necessary. Access upon award of contract.

- n. Response Heavy Equipment – The use of equipment may include, as necessary, a cadre of maintenance personnel, equipment and supplies dependent upon length and time of deployment. All equipment will be serviced at appropriate usage or time intervals. Use of multiple pieces and types of rental equipment with operators is a standard Garner procedure in response and recovery. Please refer to our experiences with warehouse fires, large scale chemical spills and WTC disaster. Skill sets available upon award of contract.
- o. Supplemental water and food sources – Used in our four hurricane response in Florida in 2004. Available upon award of contract.
- p. Hazardous Material Response – More than likely to initially use local resources, Garner has responded world wide to a wide variety of chemical events. Our first motion is to place supervisory eyes on the ground and proceed from that point. We will use alliance partners of high quality in the best interest of the client. Immediate access to experienced personnel and quality alliance partners.
- q. Hazardous waste remediation – Part of Garner's original and core business. Ongoing and immediate access.
- r. Mass decontamination – Garner has members of the Medical Strike Force and the Houston Haz Mat team as part of the cadre of experienced individuals. Garner is experienced in the decontamination of sites and personnel working on those sites. Experience with mass decontamination at WTC site and Anthrax and Mercury contamination projects using standard USEPA/ATSDR protocols as well as any preferred state or local public health department protocols.
- s. Fire suppression support – Performed large scale in Venezuela and on various domestic response projects. Many of Garner's personnel are trained and certified firefighters. Access upon award of contract.
- t. ICS trained, certified and experienced personnel – All Garner personnel are trained and certified to some level of ICS/NIMS training. This was a standard for the fire service and the Coast Guard (with whom we work closely) for years before it became a presidential directive. Training for Garner personnel is ongoing now with FEMA, USCG and the fire service. Immediate access to experience and training upon award of contract.
- u. Emergency Operations Center augmentation – Garner, as a matter of policy and experience, will supplement EOC personnel in positions necessary to positively affect the outcome of a response. This includes the sourcing of goods and services which may be passed directly to the state for contracting. We have served in many capacities in the EOC and the field as necessitated by the response.
- v. Warehousing Support/Management - Garner can support the state/county/city operated warehouses in conjunction with any state, local, or federal assistance (Forestry Service) or solely standalone. Upon request Garner will mobilize the necessary resources to the state/county/city operated warehouse to provide distribution/redistribution assistance. This assistance will include personnel (warehouse manager(s), forklift operators, and clerical/admin support personnel), material handling equipment (MHE) (forklifts, pallet jacks, and loading ramps), and equipment as needed (generators, personnel cooling stations/equipment, replacement/maintenance parts for MHE).
- w. Point of Distribution (POD) Support - Garner will directly support POD's with material handling equipment packages that, through preplanning, can be tailored to meet the specific needs of the client's PODs for any emergency or disaster (food, water, and ice distribution; SNS distribution). Garner will inventory, assign, track, mobilize and demobilize the requested equipment and can provide personnel assets when requested
- x. Vector control – Garner is well versed in vector control operations as demonstrated in New York City and Long Island, NY in Central Park when Garner, by activation of an existing contract, utilized insecticides, spread over mosquito breeding zones, to eradicate the vectors of the West Nile Encephalitis.
- y. Point of Response – Garner's alliance partners and key vendors are positioned all over the United States, Mexico, Central and South America. Favorably negotiated rates and services allow Garner to bring personnel, equipment and materials from the closest geographical location, radiating outward in concentric rings of responses as needed. This allows Garner to have personnel and equipment on the ground in an impacted area in a rapid and timely, manner. These hubs of response and distribution points across the Western Hemisphere. With over 250 alliance and key vendor partnerships, coverage is extensive. It is particularly robust in the Eastern and Southeastern United States

Office Locations and Hours of Operation⁶

Headquartered in Deer Park, Texas, Garner Environmental Services provides fast, efficient, professional global response services **24 hours a day, 7 days a week**. All of Garner's offices respond to client needs **24 hours a day, 7 days a week**. Below is a listing of Garner's branch office locations:

Corporate Offices – Houston

1717 West 13th Street

Deer Park, Texas 77536

(281) 930-1200

Galveston County

3197 Main Street

La Marque, Texas 77568

(409) 935-0308

Port Arthur

5048 Houston, Ave.

Port Arthur, Texas 77640

(409) 983-5646

New Orleans

3327 Pontchartrain Drive

Suite 102

Slidell, Louisiana 70458

(985) 639-3591

Charge Card Payment Program⁷

Garner Environmental Services, Inc. currently has a charge card payment program in place in which we accept all major credit cards including American Express, MasterCard, and Visa. For our customer's convenience, we can confidentially record your credit card information and set up payments per the agreed upon procedure. In order to give our customers maximum payment flexibility, Garner also accepts checks, money orders and electronic fund transfers (EFT). Our goal is to provide a reliable, more accommodating and hassle-free service for our customers.

⁶ RFP Section 4.2.4.c "Location of offices(s) and hours of operations"

⁷RFP Section 4.2.4.d "describe your capability to offer a charge card payment program"

Account Managers⁸

Garner Environmental Services, Inc. will provide an account manager (project manager) for all activations of the contract. The project manager will act as the liaison between the client and Garner. This manager and will be on-site, managing the day-to day operational aspects of the project. The project manager will be available for consultations, communicating effectively with the customer to identify needs and concerns. The project manager will also be responsible for resolving any problems and/or disputes regarding vendors, shipments, invoicing, etc. in a timely manner. Ultimate dispute resolution and overall program responsibility will fall to John Temperilli, VP of Disaster Response.

⁸ RFP Section 4.2.4.e "Specify whether or not an account manager(s) will be assigned...."

Attachment C- Disaster Response Rate Sheet

GARNER ENVIRONMENTAL SERVICES, INC.

1717 West 13th Street
Deer Park, Texas 77536

(281) 930-1200

(800) 424-1716

**DISASTER RESPONSE RATE SCHEDULE
DOMESTIC**

For Government Agencies ONLY

Corporate	Disaster Response Rate Schedule Domestic For Government Agencies ONLY	Schedule
Operations		Revised November 2006

Tables of Contents

Automotive Equipment ii

Equipment Decontamination / Washout ii

Haz-Mat Rates ii

Insurance ii

Personnel ii

Replacement of Damaged or Contaminated Equipment ii

Roll-Off Boxes ii

Subcontract Services iii

Taxes iii

Place of Performance iii

Terms iii

Travel, Lodging and Per Diem iii

EQUIPMENT

Generators, Light Towers 1

Pumps, Hoses, Fittings 3

Miscellaneous (Tents, Modular Units, Etc.) 4

Water & Ice 4

Coolers & Freezers 4

Heavy Equipment 5

Chillers, Warmers, Air Handling Equip. 6

Field Catering Equipment 7

Personnel 8

Transportation & Other 9

Field Invoice Summary 10

Revised: November 2006

**Garner Environmental Services, Inc.
Disaster Response
Rate Schedule**



Qty	NIMS Typing	Description	WK RT	U	Amt	Approved
	NIMS TYPE V	10 kW Generator	\$480.00	WK		
		15 kW Generator	\$562.50	WK		
		20 kW Generator	\$950.00	WK		
		25 kW Generator	\$950.00	WK		
		30 kW Generator	\$950.00	WK		
		35 kW Generator	\$1,061.25	WK		
		40 kW Generator	\$1,100.00	WK		
		45 kW Generator	\$1,150.00	WK		
		50 kW Generator	\$1,280.00	WK		
		60 kW Generator	\$1,300.00	WK		
		70 kW Generator	\$1,350.00	WK		
		75 kW Generator	\$1,400.00	WK		
		80 kW Generator	\$1,450.00	WK		
		90 kW Generator	\$1,500.00	WK		
		100 kW Generator	\$1,800.00	WK		
		110 kW Generator	\$1,850.00	WK		
		125 kW Generator	\$1,900.00	WK		
		150 kW Generator	\$2,100.00	WK		
		175 kW Generator	\$2,350.00	WK		
		180 kW Generator	\$2,500.00	WK		
	200 kW Generator	\$2,750.00	WK			
	250 kW Generator	\$3,100.00	WK			
	300 kW Generator	\$3,500.00	WK			
	350 kW Generator	\$3,700.00	WK			
	NIMS TYPE IV	400 kW Generator	\$4,000.00	WK		
		450 kW Generator	\$4,250.00	WK		
		500 kW Generator	\$4,575.00	WK		
	NIMS TYPE III	675 kW Generator	\$6,000.00	WK		
		750 kW Generator	\$6,750.00	WK		
		800 kW Generator	\$7,250.00	WK		
		1000 kW Generator	\$7,750.00	WK		
		1250 kW Generator	\$8,225.00	WK		
	NIMS TYPE II	1400 kW Generator	\$8,000.00	WK		
		1500 kW Generator	\$10,531.70	WK		
		1750 kW Generator	\$12,525.80	WK		
		TOTAL GENERATORS				
		<i>Page #1 Total</i>			\$0.00	

All rates listed in this schedule are subject to change without notice.

Revised: November 2006

**Garner Environmental Services, Inc.
Disaster Response
Rate Schedule**



Qty	NIMS Typing	Description	WK RT	U	Amt	
	NIMS TYPE I	2500 kW Generator	Market Price	WK		Demand is greatly increased for Units of this size and configuration in time of catastrophic event. Price will be quoted at the time of the request.
		3000 kW Generator	Market Price	WK		
		4500 kW Generator	Market Price	WK		
		5000 kW Generator	Market Price	WK		
		2 Megawatt Generator	Market Price	WK		
		3 Megawatt Generator	Market Price	WK		
		5 Megawatt Generator	Market Price	WK		
		10 Megawatt Generator	Market Price	WK		
		20 Megawatt Generator	Market Price	WK		
		Generator Cable	Market Price	FT		Cable is invoiced at a price per foot with a 15% Administrative Handling and Processing Fee
		45 kVA Transformer	\$207.00	WK		
		75 kVA Transformer	\$241.50	WK		
		100 kVA Transformer	\$270.25	WK		
		150 kVA Transformer	\$345.00	WK		
		225 kVA Transformer	\$408.25	WK		
		300 kVA Transformer	\$546.25	WK		
		400 kVA Transformer	\$747.50	WK		
		500 kVA Transformer	\$931.50	WK		
		750 kVA Transformer	\$1,380.00	WK		
		1000 kVA Transformer	\$1,840.00	WK		
		1500 kVA Transformer	\$2,760.00	WK		
		2000 kVA Transformer	\$3,680.00	WK		
		600 Amp Line Panel	\$890.00	WK		
		800 Amp Line Panel	\$920.00	WK		
		1200 Amp Line Panel	\$1,380.00	WK		
		4000 Watt Generated Light Plant	\$375.00	WK		
		Power Distribution Box (Spider Boxes)	\$115.00	WK		
		<i>Page #2 Total</i>			\$0.00	

All rates listed in this schedule are subject to change without notice.

Gamer Environmental Services, Inc.
Disaster Response
Rate Schedule



Qty	Description	WK RT	U	Amt
	Pumps, Hoses & Fittings			
	2" x 2" Diesel Pump	\$325.00	E/W	
	3" x 3" Diesel Pump	\$375.00	E/W	
	4" x 4" Diesel Pump	\$535.00	E/W	
	6" x 6" Diesel Pump	\$850.00	E/W	
	8" x 8" Diesel Pump	\$1,035.00	E/W	
	10" x 10" Diesel Pump	\$1,625.00	E/W	
	12" x 12" Diesel Pump	\$2,025.00	E/W	
	18" x 18" Diesel Pump Del/ Flg w/ QD	\$4,140.00	E/W	
	24" Diesel Pump	\$3,040.00	E/W	
	TOTAL PUMPS			
	2" Suction / Discharge Hose 50' Section	\$32.50	E/W	
	3" Suction / Discharge Hose 50' Section	\$38.75	E/W	
	4" Suction / Discharge Hose 50' Section	\$53.75	E/W	
	6" Suction / Discharge Hose 50' Section	\$111.25	E/W	
	8" Suction / Discharge Hose 50' Section	\$180.00	E/W	
	10" Suction / Discharge Hose 50' Section	\$222.50	E/W	
	12" Suction / Discharge Hose 50' Section	\$265.00	E/W	
	24" Suction / Discharge Hose (Per Foot)	\$12.00	P/F	
	6" Vacuum Assist Pump	\$1,500.00	E/W	
	12" Vacuum Assist Pump	\$2,800.00	E/W	
	4 Inch Submersible Hydraulic Pump	\$1,000.00	E/W	
	6 Inch Submersible Hydraulic Pump	\$1,350.00	E/W	
	8 Inch Submersible Hydraulic Pump	\$1,800.00	E/W	
	12 Inch Submersible Hydraulic Pump	\$2,200.00	E/W	
	8" Bauer Pipe, 10' section	\$34.50	WK	
	12" Bauer Pipe, 10' section	\$34.50	WK	
	4" Strainers/T-Joints/Elbows	\$12.00	E/W	
	6" Strainers/T-Joints/Elbows	\$23.00	E/W	
	8" Strainers/T-Joints/Elbows	\$35.00	E/W	
	750 GPM Pump	\$466.00	WK	
	800 GPM Pump	\$621.00	WK	
	1000 GPM Pump	\$785.00	WK	
	1200 GPM Pump	\$932.00	WK	
	1500 GPM Pump	\$1,242.00	WK	
	2000 GPM Pump	\$1,656.00	WK	
	3000 GPM Pump	\$2,875.00	WK	
	12" x 6" Custom Manifolds	\$460.00	WK	
	24 Inch Hydraulic Pump	\$18,200.00	MO	
	20 Inch Hydraulic Pump	\$18,200.00	MO	
	Page #3 Total			\$0.00

All rates listed in this schedule are subject to change without notice.

**Garner Environmental Services, Inc.
Disaster Response
Rate Schedule**



City	Description	WK RT	U	Amt
	Material / Supplies			
	Forklift Carpet Poles (For Use w/Rolls of FEMA roofing tarps)	\$103.50	WK	
	Power Cords - High Voltage	\$252.00	WK	
	Pallet Grabbers w/Chain	\$35.00	WK	
	Pallet Jacks	\$103.50	WK	
	Forklift Loading ramps	\$812.50	WK	
	Comfort Station - 10 Stall Unit	\$1,562.50	EW	
	Comfort Station - 26 ft. BT Unit	\$6,500.00	EW	
	Shower Units - 4 Stall	\$1,100.80	EW	
	Shower Units - 6 Stall	\$3,250.00	EW	
	Shower Units - 12 Stall with 6 Sinks	\$8,625.00	EW	
	Tents - 60' x 100' x 7'; Seats 500	\$2,025.00	EW	
	Tents - 30' x 90' x 7'; Sleeps 125	\$1,150.00	EW	
	Tents - 30' x 60' x 7'; Sleeps 100	\$800.00	EW	
	Tent Setup Fee	\$200.00	EA	
	8' x 28' Modular Unit	\$250.00	EW	
	10' x 44' Modular Unit	\$450.00	EW	
	12' x 60' Modular Unit	\$800.00	EW	
	Partition Installation	\$1,000.00	PAJ	
	Block / Unblock Unit	<i>Market Price</i>	EA	Cost based upon location & quantity
	Anchor / Unanchor Unit	<i>Market Price</i>	EA	Cost based upon location & quantity
	4000 PSI Pressure Washer	\$1,250.00	WK	
	20,000 PSI Pressure Washer	\$1,750.00	WK	
	Cots for Shelters	\$17.00	EA	
	Water / Ice			
	Water, 1 Gallon Bottles, 6 per Case	\$4.00	CS	
	Water, Truckload; 5,040 Gallon Bottles	\$3,225.60	TL	
	Ice; 8 LB. Bag	\$0.90	BAG	
	Ice; 8 LB. Bag; Lots of 500 Bags	\$437.50	LOT	
	Coolers / Freezers			
	Walk In Cooler	\$403.00	WK	
	Walk In Freezer	\$403.00	WK	
	Sand Bagging Equipment			
	Dump Truck with Sandbagging Unit Attachment / With Operator	\$1,500.00	DY	
	Sandbags (No Sand)	\$0.17	EA	
	Sand Bagging Truck w/ Bagger / NO Operator	\$6,900.00	WK	
	Page #4 Total			\$0.00

All rates listed in this schedule are subject to change without notice.

Revised: November 2006

**Garner Environmental Services, Inc.
Disaster Response
Rate Schedule**



Qty	Description	WK RT	U	Amt
	<i>Field Catering</i>			
	700 Man Camp, 3 Meals / Day / POB	EVENT SPECIFIC	DY/MAN	
	Steward Overtime / Over 12 hrs / Day	EVENT SPECIFIC	HR	
	Night Cook Overtime / Over 12 hrs / Day	EVENT SPECIFIC	HR	
	Galley Hand Overtime / Over 12 hrs / Day	EVENT SPECIFIC	HR	
	Utility Hand Overtime / Over 12 hrs / Day	EVENT SPECIFIC	HR	
	10' x 40' Galley Unit (see attached drawing)	EVENT SPECIFIC	EA	
	8' x 40' Walk-in Refrig. Unit (3 per site)	EVENT SPECIFIC	EA	
	2000 Gallon Potable Water Tank	EVENT SPECIFIC	EA	
	Dual Water Distribution System	EVENT SPECIFIC	EA	
	Power Cords (4 per Site)	EVENT SPECIFIC	EA	
	Water Hoses (2 per Site)	EVENT SPECIFIC	EA	
	Chairs	\$2.00	EA	
	8' Banquet Tables	\$19.00	EA	
	50' String Lighting	\$89.70	ea	
	100' String Lighting	\$171.35	ea	
	48" 2-speed warehouse fans	\$100.00	EA	
	Hand Held Satellite Phones	\$201.25	EA	
	Satellite Base Unit	\$2,415.00	EA	
	\$2.00 Per minute Air Time - Bill To Follow	\$2.00	EA	
	Orbitrax Satellite Tracking Unit	\$50.00	EA	
	\$0.25 Per message to Satellite - Bill To Follow	\$0.25	EA	
	10 X 20 Popup Tents		EA	
	10 x 10 Popup Tents	\$125.00	EA	
	Page #7 Total			\$0.00

All rates listed in this schedule are subject to change without notice.

Page 7

**Garner Environmental Services, Inc.
Disaster Response
Rate Schedule**



Qty	Description	WK RT	U	Amt	
	<i>Personnel</i>				*** See Note Below ***
	Project / Operations Manager	\$125.00	HR		
	Project / Operations Manager; Overtime	\$187.50	HR		
	HazMat / Resource Supervisor	\$75.00	HR		
	HazMat / Resource Supervisor; Overtime	\$112.50	HR		
	Equipment Operator / HazMat Technician	\$45.00	HR		
	Equipment Operator / HazMat Technician; Overtime	\$67.50	HR		
	Resource Supervisors	\$75.00	HR		
	Resource Supervisor; Overtime	\$112.50	HR		
	Resource Technicians	\$45.00	HR		
	Resource Technicians; Overtime	\$67.50	HR		
	Field Clerk	\$45.00	HR		
	Field Clerk; Overtime	\$67.50	HR		
	Air Monitoring Team (3 man Team) (No Equipment)	\$175.00	HR		
	Electrical Technicians	\$115.00	HR		
	Electrical Technicians; Overtime	\$172.55	HR		
	Electrical Technicians; Double time	\$230.00	HR		
	Operators, Equipment	\$45.00	HR		
	Operators, Equipment; Overtime	\$67.50	HR		
	Rescue Technician	\$45.00	HR		
	Rescue Technician; Overtime	\$67.50	HR		
	Rescue Supervisor	\$50.00	HR		
	Rescue Supervisor; Overtime	\$75.00	HR		
	Security	\$40.00	HR		*** See Note Below ***
	Security; Overtime	\$60.00	HR		*** See Note Below ***
	Service Calls/Labor for loading trucks for Mobilization				
	First In Team includes 4@ Rubber Tired Loaders w/ Operators; 3 Chainsaw Crews (2 per crew) and 1 Supervisor	\$750.00	HR		
	*** Personnel Note: All Personnel Rates are Subject to Prevailing Wages where Applicable				
	*** Security Rates are subject to change due to Regional Rates and Certification Levels				
X	Page #8 Total	X	X	\$0.00	

All rates listed in this schedule are subject to change without notice.

**Garner Environmental Services, Inc.
Disaster Response
Rate Schedule**



Qty	Description	WK RT	U	Amt	
	Transportation & Other				
	Per Diem (Per Man)	CONUS	WK		
	Per Diem (Per Man)	CONUS	WK		
	Company Vehicle (Per Vehicle)	\$875.00	WK		
	6 Wheel ATV	\$1,250.00	WK		
	6 Wheel ATV with Wash down / Firefighting Package	\$1,500.00	WK		
	Portable Radios	\$175.00	WK		
	Cell Phones (Per Phone) (Includes Roaming & Long Distance)	\$700.00	WK		
	Computer; Laptop or Table Top (per unit)	\$875.00	WK		
	Garner Firecom LSA Tower Trailer (Air Ops, Security, etc)	\$11,300.00	WK		
	48 foot Garner Command Trailer	\$8,400.00	WK		
	MCC1 - Prime Power Command Post	\$7,000.00	WK		
	Legend of Units				
	<i>EA=Each; E/D=Each/Day; HR=Hour; ML=Meal; TL=Truck Load; E/W=Each/Week; BG=Bag; DY=Day; CS=Case; LT=Lot; MI=Mile; PU=Per Unit; SHFT=Shift; SEC=Section</i>				
	Trucking less than 350 miles	\$2,500.00	TL		
		\$9.20	MI		
	Trucking Detention Charge (Demerge)	\$1,725.00	DY		
	Actual Mobilization and Demobilization Charges will be invoiced with a 15% Administrative Handling and Processing Fee.				
	F-550 Diesel Tow/Rescue Engine Trucks	\$1,000.00	DY		
	Personnel Mobilization		EA		
	Mileage	\$0.45	EA		
	Equipment Mobilization/Demobilization (Trucking/Freight)	Market Price			Actual Mobilization and Demobilization Charges will be invoiced with a 15% Administrative Handling & Processing Fee
Page #9 Total				\$0.00	

All rates listed in this schedule are subject to change without notice.

Attachment D OK's Cascade

Services

OK's Cascade Company is the only one you need during a disaster. With one of the nation's largest fleets of mobile kitchens, refrigerator trucks, mobile showers, mobile laundry and trailers; OK'S Cascade Company stands ready to serve you. No matter what the disaster; hurricanes, earthquakes, petro/chemical spills, volcano eruptions, or forest fires, thirty years of experience makes us the best and largest disaster response provider.

Disaster Response

Disaster Response is the foundation of our business and the core of our strength. With our mobile kitchens, showers, refrigerator trucks and laundry trailers, we have the ability to set up a virtual self-supporting city in just a few hours. We can provide hot running water where none is available and emergency food when sanitation and supplies are non-existent.

In our 30-year history, we have brought emergency relief to such large-scale disasters as the 1980 Mount St. Helens Eruption, the Exxon Valdez oil spill in Alaska, the earthquakes in Loma Prieta and Northridge California, the 1998 floods in North Dakota, hurricanes Fran, Floyd, Andrew, Katrina, Rita and Wilma.

Whether it's a natural disaster, fire or terrorist event, we have the ability to mobilize our fleet within four hours. Other providers may say they can do what we do, but only OK's Cascade Company has the proven history and professional know-how it takes to respond successfully under pressure. You can trust the emergency services from OK's Cascade to bring calm to the center of your storm.

Personnel Base Camps

OK'S Cascade Company uses the NIMS categories of five types (I-V) of standardized packages and can feed up to 100,000 people if necessary.

- Type I** - 1000 Personnel
- Type II** - 750 Personnel
- Type III** - 500 Personnel
- Type IV** - 250 Personnel
- Type V** - 100 Personnel (Static or Mobile)

There are times when the Federal State, and local government or corporations needs a "One-Button" solution for all it's disaster needs. OK'S Cascade Company can and has provided base camps with all the necessary; Billeting, Kitchens, Food, Dining Facilities, Showers, Laundry Facilities, Restrooms, Generators, Air Conditioning and even a Recreation Facility. We have the largest fleet of its type in the nation.

After hurricanes Katrina and Rita, OK's Cascade was providing 12 concurrent camps for either federal or state government and private industry, serving more than 6,000 people, served over 264,000 meals and providing for their daily needs. They also assisted other companies in their efforts to lend a hand. In the wake of the hurricanes, Waste Management Company set up a camp in New Orleans to house the drivers who were brought in to help with the clean-up. OK's Cascade was contracted to provide the shelters, laundry, food and other services to the Waste Management employees who were staying there.

Can't get to it by land? We can provide support by sea or air also. Please feel free to contact us to learn how OK'S Cascade Company can be a part of your organization's disaster preparedness and response plan.

Mobile Kitchens

At OK's Cascade, we are experts at providing large-scale catering and food service. We take pride in our ability to serve hot fresh meals, anywhere! Our mobile catering kitchens are completely self-contained. So whether its an event in a remote location, or right outside your door, we are ready to serve you.

And just how many meals can we serve? The sky is the limit! Our kitchens are capable of serving thousands of meals each day. Plus, we can adjust to your changing needs. Even if you need 700 lunches and 7000 dinners, your meals will be served right on time and there will be plenty to go around.

But just because we provide large-scale meals, doesn't mean you get small-scale taste. Our highly trained, professional and courteous staff members are experts at food preparation and presentation. Plus, all our mobile catering trucks are stocked with restaurant quality equipment. We have a wide variety of menu selections, and we are willing to accommodate any special needs you may have.

Mobile Showers

There's nothing like a hot shower to help you jump start your morning, or unwind after a particularly hard day. But unfortunately, that's just not possible when you are battling a forest fire, reacting as a first-responder to a hurricane or part of the Haz-Mat Team during a petro/chemical spill in some "out of the way" place.

An OK's Cascade mobile shower is completely self-contained and can be set up anywhere. Just one shower trailer from OK'S Cascade can service 500 people. We can bring you a hot shower, in a clean, sanitary environment, all with the privacy you need and expect. We have 26 portable shower trailers ready for emergency response or your event. You can even lease a shower for use during remodeling, restoration, or when you need additional capacity.

Mobile Laundry

We also offer mobile laundry units housing 12 washers and 12 dryers each, with the capacity to handle 120 loads per hour.

Whether you need our equipment for disaster response or reconstruction efforts, we have what you need at the right price.

Mobile Purpose Facility

OK'S Cascade Company's Research & Development Team have designed a six compartment, twenty-four person mobile Command/Admin/Medical/Sleep Center with a total of five-hundred square feet of common area.

This Mobile Purpose Facility can easily be dedicated as a Command Center, an Administrative Center, a Medical Facility, or a Mobile Sleep Facility is designed for rapid and multiple movements. When providing emergency services during a hurricane or earthquake, cleaning up a petro/chemical spill, battling a forest fire, or during the reconstruction efforts as the result of a natural disaster; the OK'S Cascade's Mobile Center is the perfect solution for all your disaster needs.

The Mobile Center is completely self-contained and can be set up anywhere as a single solution or combined with OK'S Cascade showers, kitchens, laundries or to supplement an emergency temporary structure facility. The Mobile Center trailers are ready to quickly mobilize for any emergency response.

Equipment Leasing

Our state of the art mobile kitchens, shower trailers, refrigerator trucks and laundry trailers are all available for lease or sale. In addition, we offer modular units, prep-trailers and shower tents as well.

Our equipment is perfect for use while remodeling your facilities or making repairs after a fire or other disaster. Perhaps you need additional kitchen capacity or off-premises catering? Our equipment can do it all. Plus, we give you an advanced consultation to make sure you choose the right equipment to fit your needs.

Shelter Commodity Pricing

SEE FOLLOWING PAGES

Type IV - 250 Person

Quantity	Unit Price	Description	Unit Price	Quantity	Unit Price	Description	Unit Price	Quantity	Unit Price	Description	Unit Price
882	\$0.369.80	Rolls of Toilet Paper 96 rolls / case	\$0.369.80	12 cases, 46 rolls per case	\$351.85	Nature's Goodness Prunes & Pears Baby Food 24/4 OZ	\$247.71	10	\$247.71	Cups, 12 oz only, 16 oz design, 5000 6.124, 2000/case	\$1,290.02
28	\$16,321.54	Pack of Diapers, 5m all 40 / Pkg/ 228 ct. pricing	\$583.27	5	\$240.70	Nature's Goodness Squash Baby Food 24/4 OZ	\$247.71	10	\$247.71	Coffee, regular/drip grind, 5 & 0 Gaumet Roast, one pouch makes a 3 gallon urn, 3927.5 oz/case	\$417.86
294	\$25,930.45	Pack of Diapers, Medium 4c / Pkg/ 200 ct. pricing	\$88.24	4	\$192.56	Beef & Beef Baby Food 24/2.5 OZ	\$247.71	10	\$247.71	Hamilton Beach 42 vou Coffee Um	\$226.80
250	\$411.13	Pack of Diapers, Large 30 / Pkg/ 176 ct. pricing	\$233.59	4	\$192.56	Chicken & Gravy Baby Food 24/2.5 OZ	\$312.57	10	\$312.57	Decorant wall bars, cherry, paradihydrobenzene with dispenser, 36/24	\$74.38
250	\$13,992.63	Pack of Diapers, Large 24 / Pkg/ 156 ct. pricing	\$54.66	5	\$240.70	Turkey & Gravy Baby Food 24/2.5 OZ	\$312.57	10	\$312.57	Disinfectant, 12.5 oz/case, aerosol, tuberculocidal, germicidal, virucidal, fungicidal, for use on hard surfaces: tile, countertops, washbasins walls, fixtures, and as a room deodorizer, 12/13 oz/case Brand: Amobal II	\$70.69
see notes		Infant bottle Sets		25	\$516.05	Pureed Beef Baby Food 12/150Z	\$312.57	10	\$312.57	Hand rinse-sanitizer, pocket size squeeze plastic bottle, waterless, contains alcohol, 24/4 oz/case	\$1,288.86
13	\$2,197.65	Diaper Bags	\$169.05	4	\$33.03	Pureed Chicken & Beef Baby Food 12/150Z	\$156.29	5	\$156.29	Skin cleanser, liquid, 24/4 oz/case, for eczema, psoriasis, diaper rash, for healthy skin	\$161.05
see notes		Toddler Bottle Sets		10	\$41.29	Turkey Baby Food 12/15 oz	\$312.57	10	\$312.57	Hand Pump for 1 gallon soap or shampoo containers, 12/case	\$27.32
		Garber Fruit Packs / 24 @ 4 oz bottles - priced per 4/pack	\$17.25	5	\$102.70	Frame, dust mop, metal, 3" width, fits 24" mophead. Heavy duty construction, rounded ends. 1 doz/case	17.25	1	17.25	Tampons, Regular, individually wrapped, non-wending, bulk pack, 500/case	\$96.60
		Nature's Goodness Applesauce Baby Food 24/4 OZ \$10.33	\$206.43	10	\$206.43	Mop head, heavy duty, 30" x 30" mop head, fits on Fits 24" dust mop frame, 1 doz/case	21.39	1	21.39	Tampons, Super, individually wrapped, non-wending, bulk pack, 500/case	\$98.60
		Nature's Goodness Apricots Baby Food 24/4 OZ	\$247.71	10	\$247.71	Mop handle, gripper type	22.08	1	22.08	Sanitary Napkins, Maxi-pad, belt-less, individually wrapped, non-wending, bulk pack, 300/case	\$69.85
		Nature's Goodness Bananas Baby Food 24/4 OZ	\$247.71	10	\$247.71	Mop head, wet, 12 oz, 4 ply, triangle	18.63	1	18.63		
		Nature's Goodness Carrots Baby Food 24/4 OZ	\$247.71	10	\$247.71	Disinfectant, pine scented, concentrate, a minimal claim disinfectant cleaner, 4/1 gallon/case	\$49.68	2	\$49.68		
		910017 Nature's Goodness Green Beans Baby Food 24/4 OZ \$10.33	\$206.43	10	\$206.43	Toilet Bowl Brush, polypropylene, plastic receptacle, 45 gallon, with hinged top and door, brown, 1/each	60.651	1	60.651		
		Nature's Goodness Vegetable Baby Food 24/4 OZ	\$247.71	10	\$247.71	Umer, CLEAR plastic, heavy duty, 1 mil, 55 -60 gallon, 30" x 60", 100/case	\$780	5	\$780		
		Nature's Goodness Peaches Baby Food 24/4 OZ	\$206.43	10	\$206.43	Dust pan, heavy duty, plastic, black, brand: Rubbermaid, 1/each	\$438.84	8	\$438.84		
		Nature's Goodness Pears Baby Food 24/4 OZ	\$206.43	10	\$206.43	Bowl Cleaner, non-acid, liquid, general purpose use, 12/1 quart/case	5.4625	1	5.4625		
		Nature's Goodness Peas Baby Food 24/4 OZ	\$206.43	10	\$206.43	Towels, multi fold, 9.5" x 9.25", bleached, 2880/case	56.373	1	56.373		
		Nature's Goodness Prunes & Pears Baby Food 24/4 OZ	\$206.43	10	\$206.43	Cups, 6 oz only, 16 oz design, 5000 6.124, 2000/case	454.2615	7	454.2615		
		Nature's Goodness Squash Baby Food 24/4 OZ	\$206.43	10	\$206.43	Lid, for 8 oz hot cap, CL30, 1000/case	\$905.97	15	\$905.97		
		Beef & Beef Gravy Baby Food 24/2.5 OZ	\$206.43	10	\$206.43		\$528.26	12	\$528.26		

= G/amer

ASSUMPTIONS:

1. Assuming 10-20% of the base camp is babies requiring baby food, etc.
2. Assuming 15% babies (small), 10% toddlers (medium & large) needing diapers.
3. Baby bags - Assuming 63 toddlers if mobilized for a Type IV Base Camp.
4. Diapers - Assuming 1000 diapers per baby per week for a 2-week base camp.
5. Assuming commodities needed for a Two Week Base Camp.

NOTE:

1. If a complete turn-key base camp is needed then we can supply customer with Base Camp, SLA and MSA.
2. Travel Trailers-need more information as to what type of travel trailers are needed for base camp.

V - 150 Person

Item	Quantity	Unit Price	Material	Quantity	Unit Price	Material	Quantity	Unit Price	Material	Quantity	Unit Price	Material
Water (Additional) 24/case	532	\$3,842.10	Rolls of Toilet Paper 96 rolls / case	7 cases/ 45 rolls per case	\$161.00	Nature's Goodness Prunes & Pears Baby Food 24/4 OZ	4	\$99.08	Cups, 12 oz. clear, Meridian Design, Solo (LAIN, 2000) 12/15 OZ. Gourmet Foods, one pouch makes a 3 gallon urn, 32/7.5 oz/case	13	\$931.68	
Ice (Additional) (pallets)	28	\$16,321.54	Pack of Diapers, Small 40 / Pkg/ 22B ct. pricing	3	\$144.42	Nature's Goodness Squash Baby Food 24/4 OZ	4	\$99.08	Coffee, regular, 2000, 12/15 OZ. Gourmet Foods, one pouch makes a 3 gallon urn, 32/7.5 oz/case	3	\$313.40	
MILES	182	\$15,680.76	Pack of Diapers, Medium 40 / Pkg/ 200 ct. pricing	2	\$96.28	Beef & Beef Gravy Baby Food 24/2.5 OZ	4	\$99.08	Hemilton Beach 42 cup Coffee Urn	3	\$165.60	
Blankets	150	\$246.68	Pack of Diapers, Large 30 / Pkg/ 176 ct. pricing	2	\$96.28	Chicken & Gravy Baby Food 24/2.5 OZ	4	\$125.03	Deodorant wall bars, cherry, para-dichlorobenzene with dispenser, 36/24 oz/case	1	\$37.19	
Coins	150	\$8,395.58	Pack of Diapers, Large 26 / Pkg/ 156 ct. pricing	3	\$144.42	Turkey & Gravy Baby Food 24/2.5 OZ	2	\$62.51	Disinfectant-Deodorizer, aerosol, tuberculocidal, germicidal, virucidal, fungicidal, for use on hard surfaces: tile, countertops, washbasins walls, fixtures, and as a room deodorizer. 12/13 oz/case Brand: Amphyl II	1	\$70.69	
Logistics Base Camps	see notes		Infant Bottle Sets	15	\$309.64	Pureed Beef Baby Food 12/15 OZ	4	\$125.03	Hand rinse-sanitizer, pocket size squeeze plastic bottle, 7.5 oz. per bottle, contains alcohol, 12/case	18	\$927.98	
Body Bags	B	\$1,352.40	Toddler Bottle Sets	2	\$16.51	Turkey Baby Food 12/15 oz	4	\$125.03	Skin cleanser, liquid antimicrobial soap, for healthcare use. Brand: Kubi Skin cleanser, liquid antimicrobial soap, for healthcare use. Brand: Kubi. Summa, 4/1 gallon/case	2	\$161.05	
Travel Trailers	see notes		Diaper Bags	5	\$102.70	Frame, dust mop, metal, 5" width, fits 24" mophead. Heavy duty construction, rounded ends. 1 dozen/case	4	\$125.03	Hand Pump for 1 gallon soap or shampoo containers, 12/case.	1	\$27.32	
			Gerber Fruit Packs / 24 @ 4 oz bottles- priced per 4/pack	8	\$33.03	Mop handle, dust, wooden, 60", 1800 swivel base, clip on. Fits 24" dust mop frame. 1 dozen/case	1	17.25	Tampons, Regular, individually wrapped, non-vending, bulk pack, 500/case	1	\$96.60	
			Nature's Goodness Applesauce Baby Food 24/4 OZ \$10.33	4	\$82.57	Mop heads, pink-type, 18" long, mophead without hand contact. 1 dozen/case.	1	21.39	Tampons, Super, individually wrapped, non-vending, bulk pack, 500/case	1	\$96.60	
			Nature's Goodness Apricots Baby Food 24/4 OZ	4	\$99.08	Mop head, wet, 12 oz, 4 ply, tangle-free, 1 dozen/case.	1	18.63	Sanitary Napkins, Maxi-pad, beltless, individually wrapped, non-vending, bulk pack, 500/case	1	\$65.85	
			Nature's Goodness Bananas Baby Food 24/4 OZ	4	\$99.08	Disinfectant, pine scented, commercial strength, 4/1 gallon/case	3	\$74.52				
			Nature's Goodness Carrots Baby Food 24/4 OZ	4	\$99.08	Toilet Bowl Brush, polypropylene, with handle, 1 dozen/case	1	60.651				
			910017 Nature's Goodness Green Beans Baby Food 24/4 OZ \$10.33	4	\$82.57	Plastic receptacle, 45 gallon, with hinged top and door, brown, 1/each	4	\$520				
			Nature's Goodness Vegetable Baby Food 24/4 OZ	4	\$99.08	Liner, CLEAR plastic, heavy duty, 1 mil, 55-60 gallon, 36" x 60", 100/case.	6	\$329.13				
			Nature's Goodness Peaches Baby Food 24/4 OZ	4	\$82.57	Dust pan, heavy duty, plastic, black, Brand: Rubbermaid, 1/each	1	5.4625				
			Nature's Goodness Pears Baby Food 24/4 OZ	4	\$82.57	Bowl cleaner, non-abrad, liquid, general purpose use, 12/1 quart/case	1	56.373				
			Nature's Goodness Peas Baby Food 24/4 OZ	6	\$123.86	Towels, multi fold, 9.5" x 9.25", bleached, 2880/case	6	389.367				
			Nature's Goodness Squash Baby Food 24/4 OZ	4	\$82.57	Cups, 8 oz hot, Meridian design. Solo 378ml, 1000/case	10	\$603.98				
			Beef & Beef Gravy Baby Food 24/2.5 OZ	4	\$82.57	Lids, for 8 oz hot cap, CL30, 1000/case	8	\$352.18				

=Garner

ASSUMPTIONS:

1. Assuming 10-20% of the base camp is babies requiring baby food, etc.
2. Assuming 15% babies (small), 10% toddlers (medium & large) needing diapers.
3. Body Bags - Assuming 38 fatalities if mobilized for a Type V Base Camp.
4. Delivery and Re-supply not included in cost.
5. Assuming commodities needed for a Two Week Base Camp.

Note:

1. If a complete turn-key base camp is needed then we can supply customer with Base Camp SLA and MSA.
2. Travel Trailers - need more information as to what type of travel trailers are needed for base camp.

5.0 Additional Information

5.1 References

Mr. Rivers H. Buford, III
Legislative Affairs Director – Dept. of
State
Office of the Secretary
500 S. Bronough Street, Suite 121
Tallahassee, FL 32399-0250
Phone: (850) 245-6509
Email: rbuford@dos.state.fl.us

Mr. David Halstead
Chief-State Emergency Response Team
(SERT)
Florida DEM
2555 Shumard Oak Blvd.
Tallahassee, FL 32399-2100
Phone: (850) 410-1597
Email: david.halstead@dca.state.fl.us

Mr. Charles Hagan
Logistics – Director
Florida DEM
2555 Shumard Oak Blvd.
Tallahassee, FL 32399-2100
Phone: (850) 410-1263
Fax: (850) 488-1016
Email: charles.hagan@dca.state.fl.us

Mr. John P. Tommaney
Chief – Operations
Massachusetts Emergency Mgmt.
Agency
400 Worcester Road (Rte. 9)
Framingham, MA 01701-5399
Phone: (508) 820-2000; (800) 982-6846
Fax: (508) 820-2030
Email: john.tommaney@state.ma.us

Mr. Theodore J. Fisch
Regional Coordinator – SEMO – Region
1
New York State Office Building
250 Veteran's Memorial Highway
Hauppauge, NY 11788-5506
Phone: (631) 952-6322
Email: Ted.fisch@semo.state.ny.us

Mr. Chris Holmes
Director of Recovery / Mitigation
New York SEMO
Building 22, Suite 101
1220 Washington Ave.
Albany, NY 12226
Phone: (518) 457-9900
Main: (518) 457-2200
Email: chris.holmes@semo.state.ny.us

Mr. Leo LeChat
SERT – Operations Chief
Florida DEM
2555 Shumard Oak Blvd.
Tallahassee, FL 32399
Phone: (850) 413-9930
Email: leo.lechat@dca.state.fl.us

Mr. James Luongo
Inspector Executive Director
Detective Borough Manhattan
230 East 21st Street
New York, NY 10010
Phone: (212) 477.7447
Email:

Mr. David Brown
City Manager
City of Coral Gables
405 Biltmore Way
Coral Gables, FL 33134
Phone: (305) 460-5205
Fax: (305) 460-5350
Email: dbrown@citybeautiful.net

Mr. John T. Odermatt, Commissioner
NYC – Office of Emergency Management
11 Water Street
Brooklyn, NY 11201
Phone: (718) 422-4800
Email: jodermatt@oem.nyc.gov

Ms. Monica Wilkes, Director
Officer of General Services
Procurement Services Group
Mayor Erastus Corning 2nd Tower
The Governor Nelson A. Rockefeller
Empire State Plaza
Albany, NY 12242
Phone: (518) 473-4393
Email: monica.wilkes@ogs.state.ny.us

LCDR. Joe Leonard, Jr.
Houston LEPC/USCG
MSU Galveston
PO Box 0149
Houston, TX 77553-0149
Phone: (409) 682-1266
Fax: (281) 992-7568
Email: jjleonard@msugalveston.uscg.mil

Mr. Jay Zobel
Stockpile Manager / Logistics
New York SEMO
Building 22, Suite 101
1220 Washington Ave.
Albany, NY 12226
Phone: (518) 457-9926
Main: (518) 457-2200
Email: john.zobel@semo.state.ny.us

Mr. Mike Montgomery
Harris Co. Emergency Management
Coordinator
HCOEM
6922 Katy Road
Houston, TX 77024
Phone: (713) 881-3100
Email: mike_montgomery@co.harris.tx.us

Mr. Richard B. Marx
Federal Bureau of Investigation
8th Floor, 600 Archer Street
Philadelphia, PA 19106
Phone: (215) 418-4000
Email:

Mr. John Owens
Emergency Management Coordinator
City of Port Arthur, Texas
P.O. Box 1089
Port Arthur, TX 77641-1089
Phone: (409) 983-8616
E-Mail: jowens@portarthurpd.com

Mr. Michael Elieff
Response Coordinator
South Carolina Emergency Management
Division, Office of the Adjutant General
2779 Fish Hatchery Road
West Columbia, SC 29172
Phone: (803) 737-8717
E-Mail: melieff@emd.state.sc.us

Scott R. Forbes
US Downstream Contracting &
Purchasing
Shell Oil Products US
910 Louisiana Street
Houston, TX 77002
Phone: (713) 214-5703
E-mail: scott.forbes@shell.com

Mr. Kelly L. White
Director of EHS/Risk Management
Del Mar College
101 Baldwin Blvd.
Corpus Christi, TX 78404-3897
Phone: (361) 698-1641
Email: kwhite@delmar.edu

Mr. Harry Colestock
Materials Management Supervisor
Commonwealth of Virginia
Department of Emergency Management
10501 Trade Court
Richmond, VA 23236-3713
Phone: (804) 897-6500
Email: hcolestock@vdem.state.va.us

Kenny Hayes
Resource Management Coordinator,
Operations Division
Virginia Department of Emergency
Management (VDEM)
10501 Trade Court
Richmond, VA 23236
Phone: (804) 674-2720
E-mail: kenny.hayes@vdem.virginia.gov

James Pursell
Director of Emergency Response
Valero Energy Corporation
One Valero Way
San Antonio, TX 78249-1616
Phone: (281) 930-4417
E-mail: james.pursell@valero.com

5.2 Personnel Resources Available

JOHN TEMPERILLI, Vice President of Disaster Response, has more than 20 years of experience in all facets of environmental, emergency response and disaster response operations. John has the responsibility of overseeing all disaster response operations as well as coordination of Houston Hazardous Materials Group. John is a certified EPA response manager and has been involved in the coordination and oversight of response operations domestically and internationally. Projects include Project Manager for USEPA/USCG in San Jacinto Fire and Flood – Houston; Project Oversight for Venezuelan mud slides, Incident Command for Tropical Storm Allison response in Downtown Houston and Direct Project oversight of World Trade Center Debris Recovery Project. John has a B.A. and M.P.A. from Texas A&M University.

EDWARD CROOK, Disaster Response/Supervisor, serving in capacities from technician to project manager, Ed has been involved in responses throughout the United States for 28 years. Ed is trained in Haz-Mat, Radiation Safety Officer, Incident Command, Logistics and Planning. Most recently, Ed has served as night supervisor for the response to Tropical Storm Allison, Project Supervisor for the pumping operations for the Mid Town tunnel in Norfolk, Virginia after Hurricane Isabel. During Hurricane Dennis, Ed served in the Florida EOC as a logistician.

REESE MAJOUÉ, Vice President of Business Development, has been with Garner since 1994. He has more than 20 years of experience in the environmental field, including being a member of a team that developed a line of oil sorbents. Before joining Garner, Reese worked as marketing manager for an environmental company, national sales manager for a wastewater equipment company, and regional manager for a manufacturer of containment boom and oil skimmers. His training includes Hazwoper, incident command, and National Interagency Incident Management Systems (NIIMS). He has received training and instructed courses in oil spill response and equipment in Texas A&M University. He has command post, communications, and logistics experience for major spills. Majoué holds a Bachelor of Arts degree in business administration from the University of New Orleans. Coordinator on Florida Wildfire Response.

MIKE ATTAWAY, Supervisor, has 23 years experience in the Environmental, Industrial, Hazardous Materials Emergency Response industry. Mr. Attaway has served as lead project manager for various major EPA Superfund Project Sites throughout the United States, as well as several large scale international projects in Bolivia, Peru, and Brazil. His training includes Hazwoper, incident command, and National Interagency Incident Management Systems (NIIMS). He has received training and instructed courses in oil spill response and equipment in Texas A&M University. He has command post, communications, and logistics experience for major spills. Mr. Attaway holds a Bachelor of Arts degree in business management from the University of Houston.

DANIEL L. BANDA, Supervisor, has 21 years experience in the Hazardous Materials, Firefighting and Industrial Emergency response field. Mr. Banda is still with the City of Houston Fire Department Hazardous Material Team, and works with Garner on his fire department days off. Mr. Banda currently has the responsibility of supervising teams at the site of hazardous materials incidents. He also helps to coordinate and present training classes internationally in Spanish. He is a trainer on basic response concepts to terrorism events for the Houston Fire Department, and is a full time member of the City of Houston's Medical Strike Team, which is called to respond to terroristic incidents. He also instructs Incident Command and Hazardous Material Operations courses. Mr. Banda was educated at the University of Houston Downtown / Criminal Justice Center.

LARRY CASWELL, Rescue/Safety Technician has been employed with the Houston Fire Department as a professional firefighter Engineer/Operator for 35 years (retired). He has worked with Garner Environmental since 1997 as a Tech on numerous oil spills and Haz-Mat jobs, as a Supervisor on CSR jobs and as a Safety Officer at CSI and Wallisville fires, in addition to working in Venezuela as part of the International Response to Mud Slides. He has HFD Incident Command training and he has been acting Captain/Supervisor on numerous fires. With HFD, he was awarded Meritorious Service Awards in 1992, 1993, and 1996, and the HFD Medal of Valor in 2002. Larry is certified as an

Intermediate Instructor by the Texas Commission on Fire Protection and has the following certifications: OSHA certified (2005), HFD Boater Certification, E/O Pump Operations, Emergency Response to Terrorism, Haz-Mat – HP Cylinder Handler Fill Station Operator, Haz-Mat for Supervisors, Semi-Conductor Operations, Hydraulic Rescue Tool Operation I: Jaws/Cutter/Air Bag Deployment, Hazwoper Tech, Confined Space Operations HMT & CSR.

OTIS L. CHAMBERS, Executive Vice President, has more than 21 years of experience in environmental emergency response. Since 1976, Chambers has worked at more than 3,000 spill incidents in the Gulf of Mexico, Texas and Louisiana areas. He has received specialized training from the Oil Spill and the Haz-Mat Schools at Texas A&M University and has attended the Corpus Christi State Pollution School. Chambers is a member of the Area Contingency Planning Committee and serves as chairperson for both the Pollution Committee and the Port Safety Committee. He received the prestigious Amoco Safety Award in 1996.

CURT CHATELAIN, Supervisor, has been in the emergency oil response business for 10 years. He has responded to approximately 200 hazardous spills. He is also in charge of overseeing field crews on jobs. He has had 40-hour Hazwoper training and is on the Natural Disaster Response Team. He has been a supervisor in Florida for the fires and flooding. He has several other certifications including Railcar Technician, Confined Space and Confined Space Rescue along with First Aid and CPR. He has also had experience with three hurricane responses in Florida in 2004-2005.

ROY CREAGER, Vice President of International Business & Operations, has nearly 25 years of experience in the environmental business. Prior to joining Garner, Creager was quality control supervisor for water and wastewater for a Houston manufacturing facility, and worked in sales and environmental product sales for an environmental company. His training includes Hazwoper, incident command and dispersant spotting. He has received training and instructed courses in oil spill response and equipment at Texas A&M University. Creager holds an associate of arts degree in industrial education from Corpus Christi State University.

CURTIS GALLOWAY, Supervisor, has served in a variety of responsible management and field positions with Garner Environmental Services, Inc. In his day-to-day routine, he helps to manage operations of the Emergency Response and Industrial Division of the La Marque Office. He has been in the environmental business for over 15 years and has held a variety of responsible management and field positions. He has worked at more than 2000 oil spill and hazardous material incidents. Galloway has extensive expertise in a variety of fields, such as confined space, tank cleaning, and petrochemical Haz-Mat incidents. His training includes 40-Hour Hazwoper, confined space, First Aid and CPR, and Incident Command Systems.

LYNN GARNER, President, started Garner Environmental Services, Inc. in Houston in 1981 and has managed the company through 24 years of expansion and quality service in the environmental services business. Garner holds a Bachelor of Science degree in education from the University of Arkansas and began his career as a high school coach. After several years of experience coaching, he joined an environmental services company, selling oil spill clean-up equipment. After gaining experience in a second environmental services company, he started Garner Environmental Services, Inc. and sold quality oil spill clean-up equipment for two years. Garner expanded his company into environmental operations in 1983. Through his leadership, the company has grown to 260 employees and 8 offices and offers a wide variety of services and equipment.

MICHAEL HALL, Project Manager/Demolition & Remediation, Mr. Hall's experience includes over 11 years participating in the management of projects involving demolition, hazardous materials, asbestos abatement, and asset recovery operations. He has extensive experience in industrial and commercial projects, and has held contractor's licenses in Louisiana, South Carolina, Arkansas, Georgia & Texas. His experience in demolition, hazardous materials management, and control of industrial explosions make him a valuable asset to the Garner staff. He holds certification in Advanced Supervision of Asbestos Abatement Projects, is AHERA Accredited by completion of the 40-hour Asbestos Contractor/Supervisor course at Louisiana State University, as well as First Aid and

CPR training. Mike is Lead Field Superintendent at the Trade Center Forensic Debris Recovery site at Fresh Kills Landfill on Staten Island, New York.

TOM W. HENDERSON, Lead Instructor-Haz-Mat Supervisor, is a state certified professional fire fighter with 15 years experience and 10 years as a state certified EMT-intermediate. Tom has been with Garner for 9 years and has held many functions from Contract Manager to equipment maintenance foreman. Tom is also trained in IS-700, IS-800, IS-100, IS-200, IS-003, Confined space and high angle rescue, WMD radiological response in Bechtel Nevada, WMD chem.-bio in Anniston Alabama, WMD incident response to terrorism in Socorro New Mexico, TCOFP certified instructor, NFA incident safety officer, OSHA 10hour certified, Basic trauma life support advanced, 5 years deep sea experience in U.S. Merchant Marine with Military Sealift Command, Instructor for WMD programs, International response to Venezuela and participation in desert storm. Tom has many other qualifications and certificates.

CLYDE MCKISSACK, Supervisor, has several years of experience in the oil spill and Haz Mat response industry. Mr. McKissack bids and oversees many jobs and deals directly with customers. He has extensive expertise not only in oil spill and Haz Mat response, but also in natural disaster response as well having worked on the W. Miami Floods in October of 2000 as a Logistics Officer. Mr. McKissack has extensive training in Incident Command, Confined Space, 40-Hour Hazwoper, First Aid and CPR, Boat Operations and Total Job Assessment. Supervisor on two Florida Disaster Responses.

ALLEN MCWHIRTER, Instructor & Safety Supervisor, is a State of Texas Certified Hazardous Materials Instructor with 15 years teaching experience. Allen holds an EPA certification as a Hazardous Materials Technician with 17 years of Haz-Mat response experience with the Texas City Fire Department. He is a certified Master Fire Fighter, has an Associate Degree in Computer Science, and has attended Haz-Mat training at the National Fire Academy and at Texas A&M.

JOE MILLER, Business Development, has 30 years of experience in the petrochemical industry. Worked in Saudi Arabia, Canada and Belgium as Maintenance Manager. Responsible for updating Maintenance and safety practices. Worked for over 30 years without a single lost time incident. In addition, Joe has experience as Terminal Manager, Operations Superintendent, and Inspection Superintendent. Four years experience in the Haz-Mat and Oil Spill response industry. Joe worked as a LSA Supervisor for two seasons in Florida's Hurricane Responses.

CAMILO OLIVIERI, Emergency Response and Safety Supervisor, has experience in Emergency Response dating back to 1989 when he started in SAR operations in Venezuela. He is a Paramedic, active in Venezuela since 1989 and in USA since 2001. His experience in Rescue operations include being one of the Venezuelan UNDAI (USAR team) leader for the rescue operations during the Mud Slides in La Guaira, Venezuela in 1999 and in El Salvador's earthquake in 2001. He has worked as Hazardous Materials Response Supervisor and Instructor since 1997 where we led the project of creation of the Haz-Mat Team for the Central University of Venezuela and then working as Haz-Mat Supervisor since 2001 in the Houston area. Camilo has responded on average to 250 events per year in supervisory or safety positions. As an Emergency Response Instructor, he has been teaching emergency responders and managers in the United States and all Latin America since 1998. He currently holds certifications as Nationally Registered Emergency Medical Technician, Haz-Mat Technician/Specialist, Incident Safety Officer, Rescue Technician, Industrial/Municipal Firefighter, and Air Instrumentation Specialist. He is also an Outreach OSHA Instructor for General Industry.

JOHN PAVLICEK, Supervisor, has over 10 years experience in the oil spill and Haz-Mat response industry. Oversees field crews in emergency response situations and daily crew operations. Deals directly with customers, agencies, and is an oil spill QI (Qualified Individual) and a Qualified trainer.

EDGAR M. ROTUNDO, IT Dept & Emergency Response, Native of Venezuela; he started his studies on the Central University Fire Academy in Venezuela on 1992; specialized in Haz-Mat and EMS, where he spent 12 years serving the community. During his service in the Fire Dept., he made his studies in the Institute of Management and Technology, earning his degree in Computer Technology. Due to his parallel career with the emergency field, Edgar has developed a close

relationship between the emergency field and computer technology, covering the needs of the emergency response with computer knowledge. Other certifications include Haz-Mat Technician and Methods of Teaching from Texas A&M University, Safety Officer from the National Fire Academy, and many others. Performed the job of Data Specialist for the Hurricane Dennis with the Emergency Response Team in the State of Florida in 2005. Currently he holds the position of Corporate Webmaster with Garner Environmental Services.

ELBERT SIRMONS, Supervisor, has nine years experience in environmental emergency response. Sirmons has extensive experience in all types of emergency responses, including Haz-Mat and oil spill incidents. Sirmons has responded to an estimated 1,000 spills during his employment with Garner Environmental Services, Inc. and some of these incidents have been located worldwide. Assets that make Sirmons unique at Garner are his abilities to train in any location necessary. Some of his certifications include 40-Hour Hazardous Waste Materials, Confined Space Rescue, and NIMS Incident Command Systems. His versatility has allowed him to work in places such as the Dominican Republic, Venezuela, Nicaragua, Chili, and Bolivia. Sirmons other qualifications include confined space entry, tank cleaning, refinery turn-arounds and ship to shore transfers. Sirmons experience and committed people skill has made him a successful supervisor and respected operations manager.

DAVID TEVERBAUGH, Instructor & Safety Supervisor, is an eighteen-year veteran of the Texas City Fire Department. He currently holds the rank of captain and is the commander of the Hazardous Materials Response Team. David is a member of the Water Rescue Team and supervises a shift at the Special Operations Station in the heart of Industrial Texas City. He holds certifications in hazardous materials, emergency medicine, rescue, teaching and fire. His educational background includes a degree in Fire Science, completion of the Hazardous Materials Program at the National Fire Academy, and numerous programs through the Texas A&M and other Fire schools. He currently teaches in the EMS degree program and the Fire Academy at College of the Mainland. He also is the lead instructor in a nationally recognized foam school taught at the A&M Fire Training Campus.

VINCENT V. VELASQUEZ, Disaster Response. Vincent served seven years in the United States Coast Guard (USCG) in various positions involving emergency response, prevention, and regulation of Environmental, Security, Safety and Health in the maritime industry, to include oil and chemical facilities, offshore production facilities, refineries, chemical and oil tankers, and tank barge fleets. He is experienced and certified in Incident Command System (ICS). Vincent's duties with Garner include emergency response, management of natural disasters, oil spills, hazardous material releases, mass casualty events, bio-terrorism events, fires, and maritime catastrophes, program development, risk analyses, plan writing, training, implementation for prevention and mitigation programs and compliance monitoring, technical advisor to emergency response personnel, and preparation and participation of emergency response exercises. During the 2004 Florida Hurricanes (Charley, Frances, Ivan, and Jeanne) Vince provided logistical support to the State of Florida Emergency Response Team (SERT) during all four major hurricanes at the State Emergency Operations Center (EOC) for sixty-seven straight days in Tallahassee, Florida. Participated on the spill management team in several ICS positions during M/T Athos 1 Oil Spill (November/December, 2004) including Logistics Section Chief and Deputy Finance Section Chief for the 300,000 gallon crude oil spill in the Delaware River for over 40 days. Mr. Velasquez formerly held a federal security clearance with the United States Coast Guard.

BRIAN E. MURPHY, Disaster Response. Brian served eight years in the United States Coast Guard (USCG) in various positions involving emergency response and prevention of oil, hazardous materials, and national security incidents. During his tenure with the Coast Guard Mr. Murphy served as a member and instructor for the National Strike Force on the Gulf Strike Team. He is experienced and certified in Incident Command System (ICS). Brian's duties with Garner include emergency response, management of natural disasters, oil spills, hazardous material releases, mass casualty events, bio-terrorism events, fires, and maritime catastrophes, program development, risk analyses, plan writing, training, implementation for prevention and mitigation programs and compliance monitoring, technical advisor to emergency response personnel, and preparation and participation of emergency response exercises. Mr. Murphy participated on the spill management team in several ICS positions during M/T Athos 1 Oil Spill (November 2004 – February 2005) including Staging Area

Manager and Central Supply Coordinator for the 300,000 gallon crude oil spill in the Delaware River for over 70 days. Mr. Murphy formerly held a federal security clearance with the United States Coast Guard.

RANDY WATKINS, Supervisor, has over 25 years experience in the oil spill and Haz-Mat response industry and has been a supervisor with Garner for approximately 18 years. Mr. Watkins has over 15 years experience as an instructor in boating safety and training of boat operations for the Coast Guard as well as private industry. Watkins' training consists of confined space, First Aid and CPR, Instrument usages such as PID's, Multi-gas meters, GC Mass Spec computer analyzer, Hanby Environmental Soil hydrocarbon field test kit, and Jerome mercury meter.

GARY J. WELLS, has over 32 years experience in the petrochemical industry in operations and 30 years experience on the emergency response team in the petrochemical industry, including: firefighting, Haz-Mat, rescue and medical. 20 years experience as a certified firefighter in the state of Texas. 8 years experience as a certified emergency care attendant for the state of Texas. Garner, 4 years safety supervisor. Mr. Wells worked numerous confined space rescue jobs along with oil spills, Haz-Mat jobs & 2 months night supervisor at the British Petroleum disaster. Training with Garner includes Haz-Mat, Rescue and Air Monitoring.

KENNETH H. WRIGHT, Supervisor, joins Garner with a variety of experience, including 16 years as a professional firefighter paramedic with 5 years as a rescue technician on the Technical Rescue Team for the Houston Fire Department. He taught for Houston Community College in emergency medical services, currently as a guest instructor at Texas A&M University for specific rescue courses, and serves as a Logistic Team Manager for "Texas Task Force 1 USAR Team". His certificates and achievements include master firefighter, EMS instructor and skills examiner, hazardous materials and emergency response training, swift water rescue instructor, confined space, rope rescue, high angle instructor, hyper-baric technician, dive master and dive rescue specialist.

STEFAN YGDEVIK, Operation Supervisor, joining Garner in 1999, Mr. Ygdevik currently supervises teams on emergency responses such as oil spills, hazardous materials spills, and standby rescue and is on Garner's Natural Disaster Response Team. He has supervised the response efforts to two warehouse fires in 2004 and has responded to several significantly large oil spills. He also performs safety and air monitoring. Stefan responded to all four hurricanes in Florida in 2004 and responded to Hurricane Dennis in 2005, performing logistics support and tracking all equipment. His certificates includes hazardous material and emergency response training, air monitoring, confined space rescue, boom deployment, 1st aid and CPR, Incident Command, blood borne pathogens.

THOMAS MUNOZ, Lead Instructor, has 14 years experience with the Houston Fire Department. He currently is a Captain for the Houston Fire Department Hazmat Team. Mr. Munoz is a State Certified Hazardous Materials Technician and Instructor. Tom is an adjunct instructor for Houston Community College, where he teaches Fire Technology Classes to all incoming Houston Fire Department Cadets. He is also serves on the college advisory board. Mr. Munoz is a Lieutenant with the United States Coast Guard (Reserve). He is currently assigned to Marine Safety Office Port Arthur, where he is an Assistant Planning Chief. Some of his responsibilities include hurricane preparedness and hazmat training for all members. He served as the Operations Section Chief for waterway debris removal in New Orleans post hurricane Katrina. In 2005, Tom received the Captain Edward R. Williams Award for Reserve Excellence. Tom holds an Associate Degree in Fire Technology from San Jacinto College and a Bachelors Degree in Political Science from the University of Houston. Mr. Munoz currently holds a federal security clearance with the United States Coast Guard.

5.3 Previous Experience of Contractor

Garner's experience in the field of emergency response and planning is unparalleled anywhere in the world. Garner is distinguished from other companies in this field by our actual emergency response experience. We bring our response experience and lessons learned to provide a more realistic and practical approach to responding to an emergency. In addition, as a response organization we offer hands-on experience with strategic and tactical decision making skills developed through years of real life situations.

Disaster Response Services

2006 – Commonwealth of Virginia Department of Emergency Management (VDEM)/City of Richmond – Tropical Storm Ernesto Flooding – Provided turn-key around the clock supervision for the pumping and decontamination operations from the effects of sewage contaminated flood waters of Tropical Storm Ernesto for over two months. Garner provided personnel, pumps, generators, mechanics, operators, fuel, hoses, etc. in relief efforts for the Commonwealth of Virginia Department of Emergency Management. Garner also conducted the gross residential decontamination of several square miles of the Battery Park area of Richmond, VA that were most severely affected by the sewage contaminated flood waters. Initial personnel and equipment on-site within 12 hours of activation. Project still ongoing.

2006 – Hurricane Ernesto – Florida Division of Emergency Management – Garner Environmental Services mobilized at the request of Florida's State Emergency Response Team (SERT) to provide State Emergency Operations Center (SEOC) personnel and Logistical Staging Area (LSA) resource management teams to mobilize the material handling equipment for anticipated Points of Distribution (PODS) and emergency power needs in response to Ernesto. Garner crews additionally staffed State owned relief goods warehouse providing personnel management and distribution support for relief commodities. Prior to the Ernesto's landfall Garner crews readied over 60 emergency generator sets and 30 POD material handling equipment packages for immediate deployment within of 12 hours post landfall. Initial personnel and equipment on-site within 36 hours pre landfall.

2006 – Tropical Storm Alberto – Florida Division of Emergency Management – Responding to the overnight development of Tropical Storm Alberto Garner Environmental Services mobilized at the request of Florida's State Emergency Response Team (SERT) to provide State Emergency Operations Center (SEOC) personnel and Logistical Staging Area (LSA) resource management teams to mobilize material handling equipment for the anticipated Points of Distribution (PODS) and emergency power needs in response to Ernesto. Garner crews additionally staffed the State owned relief goods warehouse providing personnel management and distribution support for relief commodities. Prior to the Alberto's landfall Garner crews readied over 25 emergency generator sets and 60 POD material handling equipment packages for immediate deployment within of 12 hours post landfall. Initial personnel and equipment on-site within 24 hours pre landfall.

2005 – Hurricanes Dennis, Katrina, Rita, and Wilma – Florida Division of Emergency Management, Mississippi Emergency Management Agency, Louisiana Office of Homeland Security and Emergency Preparedness, City of Port Arthur Texas, United States Coast Guard (USCG) and the Federal Emergency Management Agency (FEMA) – Garner Environmental Services, Inc mobilized for the 2005 Hurricane season on July 6, 2005 for Hurricane Dennis and continued it's response efforts well into 2006 providing services, equipment, logistics, and surge response. During the unprecedented 2005 hurricane season Garner concurrently managed and operated seven Logistical Staging Areas (LSA) in West Palm Beach, FL; Pensacola, FL; Live Oak, FL; Stennis MS; Franklinton, LA; Lake Charles, LA; and Port Arthur, TX. Garner tracked, mobilized and

recovered thousands of pieces of equipment dispatched for its clients. Garner representatives worked in close coordination with Federal, State, and Local officials in the Emergency Operation Centers in Tallahassee, FL; Baton Rouge, LA; and Port Arthur, TX. Garner supplied the client's citizenry with emergency power generators for critical needs infrastructure, material handling equipment for emergency goods warehousing and Points of Distribution (POD's), and emergency pumping assets. Garner also led the decontamination projects on the San Gabriel morgue (New Orleans area), New Orleans International Airport, and mobile/temporary body storage units in the New Orleans area.

2004 – **Hurricanes Charley, Frances, Ivan and Jeanne – Florida Division of Emergency Management** – Garner Environmental Services, Inc. activated on August 12, 2004 and demobilized on October 22, 2004 in response to four hurricane strikes (three major hurricanes). Garner was an instrumental part of the largest Federal Response in the history of the United States, to date. In the response, Garner mobilized, tracked and recovered over 870 pieces of equipment uses for emergency power, emergency pumping and materials handling (i.e. MRE's, Water and Ice). Garner personnel helped staff and manage the Logistical Staging areas designated by the State of Florida to receive and subsequently supply the disaster victims in the state with emergency power, food, water and ice. Garner also provided hundreds of loads of ice to supplement the Florida Response. Garner worked in extremely close coordination with Forestry, Emergency Management, ACOE, National Guard, etc. ***Garner had personnel on-site within four hours after activation.***

2003 – **Hurricane Isabel – Virginia Department of Transportation (VDOT)** – Garner responded with personnel and high volume pumps to the Elizabeth River – Mid Town Tunnel in Norfolk, Va. The tunnel flooded completely due to the storm surge during landfall of the hurricane, cutting off a vital Norfolk and Hampton Roads District artery. Using 6", 8" and 12" high volume trailer mounted and submersible pumps, an estimated 30 to 35 million gallons of water was removed from the tunnels and associated structures underneath. The tunnel and all vent space was pressure washed and all debris removed during the operation. This operation took an estimated 2.5 weeks to finish and the tunnel reopened ahead of the expected date. ***On-site and pumping within 12 hours.***

2003 – **Hurricane Isabel – Commonwealth of Virginia** – Garner provided logistical support in the form of portable power and cable, lighting, and pumping capability. Portable power ranged from 35kW Generators to 1750 kW Generators. These units were provided to 14 different agencies including Public Works Departments, Police Departments and Airports. The units were used to power sewage pumping stations, drinking water systems, hospitals, nursing homes and public shelters in Henrico County. Garner also provided materials such as flares, water coolers, batteries and potable water to the City of New Port News, VA. ***Garner personnel requested on-site prior to impact of storm event – able to do so due to pre-existing contract with the state.***

2003 – **State of Florida & The Steinhatchee Water Association** – Garner provided an initial response on Labor Day Weekend, which required the installation of what became known as the "Water Well on Wheels". This application required the conjoining of Food Grade Potable Water Tankers, Hydrostatic Water Well Tanks and Pumps to supply water to a system infected with e.coli Bacteria. This system was then replaced with a Reverse Osmosis (R.O.) system that currently provides 400 gallons per minute of potable water to parts of two area counties. Water is drawn from system water wells, pumped through the R.O. Units, and pumped via high end pumps to the system water tower for distribution. The system includes R.O. Units, a chemical injection system and pumps. This is an ongoing project. ***On-site, water in place within 8 hours.***

2003 – **Corsicana and Lufkin, East Texas Area – Space Shuttle Columbia Recovery Mission** - Garner provided planning, logistics and infrastructure support through April, 2003 for the shuttle recovery mission in East Texas. Electrical and HVAC equipment sent to camps and command centers for support of operational personnel. ***On-site within 4 hours during a major Ice Storm at the time of the call to respond.***

2003 – Port of Corpus Christi – Military Equipment Load Out in Support of “Operation Iraqi Freedom” – Garner provided 50 person crew and oversight in support of BNSF rail mobilization of Military Equipment through the Port of Corpus Christi. Interface with Military Transport Command personnel as well as army reservists in removing military hardware from shipped rail components and trucks. Worked nights unshackling and offloading equipment for movement onto Liberty Ships for transport to the Middle East. ***On-site within 6 hours and working.***

2002 – Corpus Christi, Texas – Tornado Response – Del Mar College – Based upon an existing contract, Garner responded to a tornado strike at the west campus of Del Mar College in Corpus Christi which resulted in extensive damage and one death. Coordinated and managed efforts of subcontractors and maintenance personnel in returning campus to accommodating 80% student capacity within three days (from Sunday to Tuesday) and 100% of student capacity within 6 days. Damaged library temporarily sealed and approximately 17,000 volumes recovered and removed. Low humidity desiccation chamber created at remote location to dry and salvage documents and books, computers and audio-visual equipment. 16,000 volumes salvaged. All destroyed portable building debris removed and disposed of, hazardous material component (mercury and various hydrocarbon spills) recovered and disposed of, water damaged material in interior of damaged buildings removed and building interiors dried for student use. Garner coordinated personal and classroom item recovery from impacted areas. Debris subcontractor Crowder-Gulf and restoration contractor Cotton Catastrophe work overseen and reviewed by Garner project personnel. ***On-site within 2 hours.***

2002 – San Antonio and Central Texas Area - South Texas Floods — Supported local fire departments and other local and state agencies by transporting rescue crews, medical supplies and other items across rain swollen rivers. Assisted in the removal of debris in the public assistance area along with cleaning up several area of spilled oil and other material.

On-site immediately due to pre-existing contracts.

2002 – State of Georgia - Georgia Crematory Body Recovery — Response and setup of generators, HVAC Units, tents for use by Georgia Bureau of Investigation and the U.S. DEMORT Team. Garner established a temporary morgue cold storage unit measuring 8,000 sq. ft. Mobilized teams for debris removal and manned the HVAC unit 24 hrs a day to maintain temperatures required for body preservation. Supported GEMA activities with rehab facilities for their personnel

Notified at 10:00 AM on a Sat. morning, all initial equipment on-site and setup in less than 8 hours.

2001 – State of Florida - Hurricane Michelle — Deployed from California to stand by in the State EOC in Tallahassee for the approaching Hurricane. Worked with ESF-7 personnel to plan and prepare for a major event in Southern Florida. Hurricane dissipated over Cuba and Garner demobilized to regular duty stations. ***On-site at the EOC within 12 hours of being requested to respond.***

2001 – Coral Gables, Florida - Hurricane Michelle — Responded and pre-staged debris removal equipment for the City of Coral Gables, Fla. The hurricane eventually dissipated over Cuba and all equipment demobilized within one week. ***All equipment was on-site within 4 hours of the request.***

2001-2002 - New York City – Staten Island - 9/11 - World Trade Center - New York City Police Department – Forensic Debris Recovery Project – First contractor on-site at Staten Island Fresh Kills Landfill post 9/11. Piggybacking upon and utilizing State of New York contract, Garner teamed with and supported New York Police Department (NYPD) and FBI efforts to sift through and examine all debris removed from World Trade Center ‘Ground Zero’ site. In association with NYPD/FBI supervisory personnel, Garner helped design materials handling/debris segregation and screening, and directly assisted in the recovery mission of personal effects, body parts, aircraft parts and documents at the

Staten Island site. Project completed in July 2002. Provided heavy equipment (shaker screens, pay loaders, excavators) and operating personnel and management expertise in the recovery of forensic evidence from Ground "Zero". Provided over 40 pieces of heavy equipment and more than 70 operational personnel to spearhead the handling and examination process. Garner sifted and processed over 1,700,000 tons of debris. From the time this assignment was received on 09/15/2002, Garner was on scene working within 12 hours. Focus of the recovery mission was to support all NYPD forensic operations on Staten Island. Worked and coordinated with over 35 local, state and federal agencies and contractors to help coordinate efforts of more than 1200 personnel handling and sifting debris. Garner transitioned contract agencies from NYPD to the Army Corps of Engineers (ACOE) management team in late October. The administration of the project was overseen by ACOE prime contractor Philips and Jordan from late October to the end of the project, while NYPD and the FBI retained operational control. ***

2001 – New York State – World Trade Center Recovery - State Emergency Management Office – State activated existing state emergency services contract with Garner, assisted the State of New York with resource procurement, coordination, logistics and warehousing. This was done in direct support of NY State and USAR activities and the recovery response effort to the terrorist attack on 09/11/01 against the World Trade Center Complex. Also provided turnkey measures (water, office supplies, climate control, etc.) for support and conversion of downtown armory used as Family Relief Center. Supplied respiratory equipment and hand wash stations in support of Ground Zero effort.

Arrived on scene at the New York EOC in less than 36 hours. Air travel restriction prevented a faster response. While in transit, Garner deployed equipment that arrived within 6 hours of the request.

2001 – Houston - Tropical Storm Allison Floods – Public Assistance – Provided personnel, equipment and demolition expertise to Property Development Group in the demolition and restoration of sections of the underground entertainment area. Demolition of the flood damaged area included removal of all debris, demolition of flooded elevators and treatment of the area for mold growth.

2001 – Houston – Tropical Storm Allison Flooding – Provided turn-key operations for the pumping and recovery from the effects of flood waters. Garner provided pumps, generators, mechanics, operators, fuel, hoses, etc. in relief efforts for Harris County and the City of Houston. Garner removed more than 250 million gallons of water from theater area underground garages and tunnel systems. Recovery and removal of over 170 vehicles submerged in underground. Personnel on-site for two weeks performing cleanup operations. Initial personnel and personnel on-site in 4 hours. Mobilization of over 114 pumps and 3.5 miles of hose from across the United States to handle and supplement recovery operations of city, county, medical center and utility groups.

2001- Ecuador – Terrorist Guerilla bombing - Responded to the bombing of the Petro-Ecuador Pipeline located approximately 45 kilometers from the Columbian Border along the Equator at the foot of the Andes Mountains. An explosion released 8000 barrels of crude with ensuing fire. Garner provided equipment, manpower and expertise for the cleanup in the very rugged mountainous, riverine terrain. Bioremediation agent used post fire and cleanup.

2000 – 2001 – North Texas - Ice Storm – Responded for Department of Public Safety to supply Generators to cities in North Texas. Power was distributed during outages in towns such as New Boston, Texas. This work was performed through the Texas General Services Commission. ***Equipment was on-site within 6 hours.***

2000 – **Florida** – Provided Type “6” Fire Engines and crews to assist in the firefighting efforts during the 2000 Wildfire Season in the State of Florida.

2000 - **South Florida - Flooding** – Provided Turn-Key operations for the South Florida Floods in Miami – Dade County. Garner provided Pumps, Generators, Fuel, Hoses, Mechanics, Certified Operators, Forklift Competent Individual/Trainer, Extended-Reach Forklifts for Salvation Army Operations. 3 Pumps remained on-site under contract in West Miami maintaining the Sewer System for over a year. ***All equipment on-site within 16 hours for the State of Florida.***

2000 - **Coral Gables, Fla. – Hurricane Debbie** – Response in preparation for approaching hurricane. Responded with generators, pay loaders, cable and other items. ***All equipment was on-site within 12 hours.***

2000- **Venezuela** - Response to mud slides and flooding at Customs Warehouse Storage Facility in the port of La Guaira, north of Caracas, Venezuela. Removal, segregation and recovery of over 250 different types of chemicals in over 1500 containers; removal of over 300 large shipping (conex) containers; sampling, excavation, and disposal of over 125,000 cubic meters of soil, mud, rock, and debris in port facility. Assessment, logistics, and planning with United Nations, State Department-Hazardous Material Response Team, Venezuelan Firefighters, and the U.S. SOUTHCOM MIL GROUP; cooperation with Swedish fire fighting team and five Venezuelan Ministries. Project finished ahead of schedule and under budget.

2000 – **Bolivia - High Andes Oil Spill** – Pipeline rupture produced by flooding at 15,000 ft. in highly sensitive Bolivian Highlands. 28,000 barrels reported to be lost. Air logistics provided personnel, equipment and materials to remote Andean region. More than 3,500 native and American personnel in 7 zones over 150 miles of river course managed by Garner at operational peak of project. First Response personnel on-site in 36 hours. Huge operation managing logistics, personnel, supplies, and equipment utilizing Russian Antonov, C-130, and 727 plane loads in an international venue.

1999 – **Florida - Hurricane Irene** – Utilizing large pumps and water trucks, handled millions of gallons of sewage outfall when system overflowed in West Miami area. ***Personnel and equipment on-site within 4 hours.***

1999- **Florida- Hurricane Floyd** - Pre-planned Tier 2A equipment package provided with turnkey service (approximately 77 generators). ***All equipment on-site within 24 hours.***

1999- **New York**- Sprayed for mosquito vectors carrying West Nile Encephalitis in New York City and Long Island area using rotary wing aircraft with GPS and mapping capability. ***Equipment on-site within 12 hours.***

1998 – **Florida - Hurricane Georges** - Emergency power supplies for State of Florida from Key West to Tallahassee. 125 generators and turnkey service provided. ***On-site within 18 hours.***

1998 - **Texas - Tropical Storm Francine**- Hazardous material and drum recovery for USCG in Houston Ship Channel. ***On-site within 4 hours.***

strictly

1998 - **Del Rio, Texas - Floods** - Debris removal, hazardous material removal, and body recovery. ***On-site within 4 hours.***

1998 - **North Carolina - Hurricane Bonnie** – Turnkey emergency power supply for State of North Carolina. (300 plus generators). ***Equipment on-site within 32 hours.***

1998- **State of Florida - Wildfires**- 67 Low Ground Pressure (LPG) dozer crews from Jacksonville to Daytona. 214 personnel and equipment crews to fight wide-ranging crown & flash fires. ***Initial Equipment on-site in 4 hours, all equipment on-site within 24 hours.***

1998 - **New York State - Ice storm** - Provided turnkey alternative power sources, logistics, and equipment airlift. ***All equipment on-site in 16 – 24 hours.***

1998 - **North Carolina – Flooding** - logistical and consulting support for chemical and biological contamination resultant from floodwaters.

1996 - **Houston, Texas - Houston Distribution Incorporated – Multiple Warehouse explosions & fires.** Containment, chemical sampling & cleanup, air monitoring & documentation.

1996 - **North Carolina - Hurricane Fran**- Cleanup, removal, & disposal of 5 million cubic yards of debris. Asbestos and hazardous material segregation.

1995- **Bay Count, Florida**- Rebuild coastal beach berms and dunes utilizing heavy equipment, post tropical storm event.

1995 - **Destin, Florida - Hurricane Opal** - Clear and remove chemical & biological waste from coastal areas.

1994- **Oklahoma City – Murrah Building Bombing**- Search and rescue; logistics support; administration support.

1994 - **Houston, Texas- San Jacinto River flood and pipeline fires** - drum, orphan container and hazardous material recovery, SCAT/NRDA assessment, inland in situ burn of product for USCG/USEPA. Consolidation and disposal of recovered materials and wastes.

5.4 Additional Experience and Services

Operations

Garner responds to any type of environmentally threatening incident with professional personnel to ensure a safe, effective, and regulatory compliant response. Garner employs fully certified, extensively trained, and widely experienced personnel. Each Response Team is outfitted with state-of-art equipment and instrumentation. Practical field experience coupled with superior equipment enables Garner to dispatch an appropriate response to any emergency within minutes of the call. Garner is quick to mitigate the spill, i.e. contain and prevent the spread of material into the surrounding environment. A timely, safe, and cost conscience response minimizes the impact to the surrounding environment, and therefore, limits expense and liability to the client. Each Garner responder is well disciplined in proper material handling, communications, safety, and quality awareness.

Significant Oil/Chemical Spill Response Activity 1993 to Present:

Date	Type of Incident	Location	Amount
1993			
Jan-93	Ship Collision & Spill	Puerto Rico	1,500,000
Mar-93	Ship Collision & Spill	Tampa, FL	800,000
1994			
Oct-94	Crude Oil Pipeline Spill	Corpus Christi, TX	3,000,000
Nov-94	Floods & Multiple Pipeline Spills	Houston Ship Channel	10,000,000
1995			
Sep-95	Refinery Tank Overfill	Pasadena, TX	900,000
Aug-95	Chemical Spill	Savannah, GA	1,500,000
Nov-95	Barge Spill	Rhode Island	1,500,000
1996			
Feb-96	Ship Collision & Spill	Baytown, TX	1,000,000
Mar-96	Bunker Oil Barge Spill	Galveston, TX	5,700,000
Jul-96	Bunker Oil Barge Spill	Houston Ship Channel	3,200,000
Jul-96	Gasoline Pipeline Spill	Gramercy, LA	1,200,000
Sep-96	Ship Collision & Spill	Portland, MA	1,300,000
1997			
Mar-97	Crude Oil Pipeline Spill	S. Houston, TX	2,650,000
Jun-97	Plant Explosion & Clean up & Decon	Deer Park, TX	3,400,000
Aug-97	Crude Oil from Well Blowout	Leesville, LA	7,200,000
1998			
Dec-98	Phenol Spill in Refinery	Deer Park, TX	1,200,000
1999			
May-99	Semiconductor Fire & Chemical Spill	Austin, TX	2,000,000
Nov-99	Crude Oil Pipeline Spill	Collins, MS	6,000,000
2000			

Jan-00	Crude Oil Pipeline Spill	Bolivia	20,000,000
Mar-00	Gasoline Pipeline Spill	Greenville, TX	3,000,000
Dec-00	Crude Oil Pipeline Spill	Ecuador	500,000
2001			
May-01	Semiconductor Fire & Chemical Spill	Austin, TX	1,000,000
Jul-01	Plant Explosion, Cleanup & Decon	Three Rivers, TX	1,000,000
Sep-01	Ship Collision	Houston Ship Channel	3,000,000
2002			
Apr-02	Crude Oil Pipeline Spill	Lafitte, LA	6,000,000
2003			
Jan-03	Barge Spill	Houston, TX	1,000,000
June-03	Plant Explosion, Cleanup & Decon	Pasadena, TX	1,500,000
2004			
Aug-04	Ship Collision	Port Neches, TX	1,200,000
Oct-04	Crude Oil Pipeline Spill	La Marque, TX	1,000,000
Dec-04	Ship Collision	Philadelphia, PA	1,100,000
2005			
Mar-05	Refinery Explosion	Texas City, TX	2,000,000
Apr-05	Chemical Warehouse Fire	Houston, TX	1,200,000
Sept-05	Storage Tank Failure (20,000 bbls)	Chalmette, LA	10,000,000
2006			
Apr-06	Storage Tank Failure	Corpus Christi, TX	1,000,000
May-06	Storage Tank Failure	Lake Charles, LA	1,200,000

Training

Garner specializes in four areas of training: Oil Spill, HazMat, Rescue and EMS. All classes are taught to the highest quality and meet all OSHA, NFPA and other federally mandated standards. Training classes are tailored to each client's needs and address client-specific work policies. The following is a list of courses offered by Garner:

- * 40 Hour Hazardous Waste Operations
- * 24 Hour Emergency Response
- * 8 Hour HAZ-MAT Refresher
- * Confined Space Rescue
- * Confined Space Refresher
- * Incident Command
- * Bloodborne Pathogens
- * Hazardous Material Transportation
- * Containment Boom Deployment
- * First Aid and CPR
- * Site Specific Training
- * H₂S ASSE Certification
- * RCRA Personnel Training
- * CS/NIMS
- * 40 Hour Industrial Fire Fighting Advanced
- * 40 Hour Interior Structural Fire Fighting
- * 40 Hour Fire Team Leader
- * 24 Hour Industrial fire fighting Basic
- * 8 Hour Industrial Fire Fighting Refresher
- * Hazard Communications
- * Oil Spill Response
- * Lockout/Tagout
- * Respiratory Protection
- * Personal Protective Equipment
- * Benzene Awareness
- * Hydrogen Sulfide Awareness
- * Lead Awareness
- * Eye & Face Protection

Equipment Sales

Garner presents complete environmental solutions to its clients. Offering quality equipment and products at a reasonable cost further ensures that the client's needs are met. Well versed in the advantages and limitations of the industry's products, Garner inventories the following items:

- * Sorbent Material
- * Overpack Drums
- * Response Trailers
- * Skimmers
- * Temporary Storage Tanks
- * OPA-90 Spill Kits
- * Containment Boom
- * Boom Reels
- * Wastewater Equipment
- * Dispersant Systems

Garner experience and services meets or exceeds the needs and expectations of our clients around the country and around the world. These are just a few reasons why in the emergency response arena Garner is considered "The Emergency Response Company".

5.5 Equal Employment Opportunity Program

Equal Employment Opportunity

Garner Environmental Services, Inc. provides equal employment opportunity with regard to race, color, sex, religion, national origin, age, or disability. Garner adheres to all applicable federal and state laws, rules, guidelines and regulations and provides equal employment opportunity in all employment and employee relations.

In addition to the above pregnancy, childbirth or related medical condition, sickle cell trait and use or non-use of tobacco products outside the workplace are protected classes in Louisiana.

Pregnancy, childbirth and related medical conditions are protected classes in Texas.

Affirmative Action and Equal Employment

Garner is an equal opportunity employer. To Assure full implementation of this equal employment policy, Garner seeks to assure that:

- a) Persons are recruited, hired, assigned and promoted with out regard to race, religion, color, national origin, citizenship, sex, veteran status, age, marital status, disability or any other protected personal characteristics; and
- b) Similarly, all other personnel actions, such as compensation, benefits, transfers, layoffs, and recall from layoffs, access to training, education tuition assistance and social recreation programs are administered with out regard to race, religion, color, veteran status, national origin, citizen ship, sex, age, marital status, disability, or other protected personal characteristics.

Garner has appointed the Director of the Human Resources Department to take on the responsibility of the company EEO coordinator. The EEO coordinator will be responsible for the day-to-day implementation and monitoring of our Affirmative Action Plan in conjunction with the President. As part of that responsibility, the EEO coordinator will periodically analyze the Company's personnel actions and their effects to ensure compliance with our equal employment policy.

Employees may discuss equal employment opportunity related questions or questions about these guidelines with Lynn Garner, the President of *Garner Environmental Services, Inc.*, as well as with the Human Resources Department of Garner Environmental Services, Inc. ATTN: Human Resources Representative or Human Resources Director, 1717 West 13th Street, Deer Park, Texas 77536, (281) 930-1200, Fax: (281) 479-0283

The President request the continued assistance and support of all of *Garner Environmental Services, Inc.*'s personnel to attain *Garner Environmental Services, Inc.*'s objective of equal employment opportunity for all

Americans with Disabilities Act

Garner provides equal employment opportunities to otherwise qualified individuals with disabilities, which may include providing reasonable accommodations where appropriate. It is the employee's responsibility to notify the Human Resources Department of the need for and accommodation. Upon doing so, the employee may be asked for input or the type of accommodation believed by the employee to be necessary, or the functional limitation caused by the employee's disability. Also, when appropriate, Garner may need the

employee's permission to obtain additional fro the employee's physician or other medical or rehabilitation professionals.

Aids in the Work Place

Garner does not discriminate against any employee on the grounds that (s) he has AIDS, have tested positive for HIV or AIDS related complex, or has been suspected or perceived of having AIDS. Such discrimination is not permitted in hiring, firing, promoting, demoting, transferring, job assigning, compensation or any other employment-related decision.

In the event an AIDS0afflicted employee becomes disabled as a result of his/her disease, (s) he will be treated consistently with the company benefits policies.

Lift Threatening Illnesses

Employees occasionally develop serious or life threatening illnesses. When necessary and where required by law, Garner may provide reasonable accommodation to otherwise qualified individuals with disabilities, including employees with serious or life threatening illnesses. All employees, including employees with serious or life threatening illnesses, must maintain acceptable performances standards.

An employee's medical information is confidential. Disclosure of employee medical information is restricted to limited situations where a manager or supervisor has a job-related reason to know it. Employees who disclose employee medical information with out proper authorization will be subject to disciplinary action, up to and including discharge.

5.6 Garner Environmental Services, Inc. ISO 9001-2001 Certified

Since 1992 Garner has maintained the ISO 9001-2001 certification. Through commitment to quality and continuous improvement, Garner Environmental Services, Inc. is committed to providing its customers with quality environmental services that are safe, effective and regulatory compliant.

ISO Background

ISO (International Organization for Standardization) is the world's largest developer of standards. Although ISO's principal activity is the development of technical standards, ISO standards also have important economic and social repercussions. ISO standards make a positive difference, not just to engineers and manufacturers for whom they solve basic problems in production and distribution, but to society as a whole.

The International Standards which ISO develops are very useful. They are useful to industrial and business organizations of all types, to governments and other regulatory bodies, to trade officials, to conformity assessment professionals, to suppliers and customers of products and services in both public and private sectors, and, ultimately, to people in general in their roles as consumers and end users.

ISO standards contribute to making the development, manufacturing and supply of products and services more efficient, safer and cleaner. They make trade between countries easier and fairer. They provide governments with a technical base for health, safety and environmental legislation. They aid in transferring technology to developing countries. ISO standards also serve to safeguard consumers, and users in general, of products and services - as well as to make their lives simpler.

Teaming Addendum 1 James Lee Witt Associates

Introduction

Events of the last several years have underscored the staggering social, economic and political impact of natural disasters on people and communities throughout the world.

Events in the United States since 2001 have demonstrated the absolute need to coordinate closely planning and preparation, as well as response and recovery. This was particularly demonstrated by the devastation wrought by Katrina and Rita in 2005. Coordination with our contract partners, as well as with alliance firms that share the notion that coordination in advance will ensure the commonwealth can respond quickly to save lives, save property, and use state and federal funding fairly, reasonably and prudently is key.

Garner Environmental Services, Inc. is providing information in this addendum highlighting of our teaming associate –James Lee Witt Associates. This submission is not a mandate for inclusion, simply a means of providing additional value to the Virginia Department of Emergency Management (VDEM) in the Commonwealth of Virginia, utilizing our highly experienced and uniquely skilled alliance partners and the valuable skill sets which they bring to any disaster situation. Individually our firms have been, and still are, involved in the response and recovery from Katrina and Rita in the 2005 season, and planning and preparation for subsequent hurricane seasons and disaster events. The inclusion of this firm and their expertise is a way of providing VDEM with a one-stop shop of collective knowledge and experience which they may also offer to their qualified local and regional partners should there be need for these services.

Corporate Overview

Founded in 2001, James Lee Witt Associates (JLWA) is a global leader in crisis and emergency management support and consulting based in Washington, DC. with offices in Atlanta, GA; Chicago, IL; Little Rock, AR; and Sacramento, CA. JLWA builds on James Lee Witt's more than 30 years of experience in emergency management, including eight years as the Director of the Federal Emergency Management Agency (FEMA) during which he responded to over 340 presidentially-declared disasters. In September 2004, General Wesley Clark (ret.) and former Secretary of Transportation Rodney Slater joined JLWA, creating an unparalleled team of expertise and reputation. The JLWA team includes over 30 full-time staff and over 100 internationally renowned subject matter experts in crisis management to assist businesses and governments in preparing for, responding to, recovering from, and mitigating against all types of crises. Today, as a part of GlobalOptions Group, Inc., a leading provider of high-end risk assessment and mitigation services, JLWA assists business, non-profits and governments with innovative solutions.

Since the firm's inception, JLWA experts have played an integral role in responding to and recovering from nearly every major disaster, including the 2004 Tsunami, and the 2001, 2003, 2004 and 2005 Hurricane Seasons. Our professionals have been credited with expediting response and recovery operations through a sound understanding of the intricacies of command and control, Public Assistance and all other areas related to disaster response.

JLWA is comprised of two main practice areas: Strategic Advisory Services and Crisis and Consequence Management.

Strategic Advisory Services

JLWA provides strategic advisory services to state and local governments, universities, hospitals, and a variety of Fortune 500 companies. JLWA's experience provides our clients with the knowledge and techniques necessary to achieve their goals, while preparing for and preventing crises before they occur. JLWA provides planning assistance, building coalitions that link agencies, first responders, and communities, and fosters open lines of communication between diverse organizations through targeted media outreach, strategic planning and marketing, crisis communication plans, grassroots coalitions and effective partnership development.

Crisis and Consequence Management

JLWA offers a full range of planning, mitigation, and prevention consulting services to better prepare organizations before disaster strikes. JLWA assists public and private sector organizations in identifying threats that could impact operations and developing effective continuity management programs. JLWA's pre- and post-disaster services include developing or updating emergency management plans; training programs; communication plans for employees, clients and/or residents; and oversight of engineering and construction services. JLWA provides on-site assistance in the event of a disaster (including staff and equipment), expert coordination and evaluation and estimation of damages.

Approach

The JLWA team will collaborate closely with Commonwealth officials and other members of response team. As supplemental staff assisting the Commonwealth's response effort, we will fully apply our individual and collective experience, knowledge and perspective to the maximum advantage of the Commonwealth and its citizens.

JLWA has developed a disaster management philosophy that influences our approach to every project:

- **All-hazards perspective:** JLWA will strive to improve Virginia's response operations, such as EOC, as well as the resource distribution, public and individual assistance in any type of disaster. Our team has managed response and recovery operations for a full range of disasters, including hurricanes, floods, earthquakes, tornadoes and winter storms.
- **Exceptional customer service:** JLWA recognizes that attentive customer service is essential in the response process. Our team will follow through on the Commonwealth's requests in a timely and efficient manner and will focus on building beneficial relationships with both local and federal governments on the Commonwealth's behalf.
- **Integrated emergency management:** JLWA employs knowledgeable experts in all phases of emergency management: preparedness, mitigation, response and recovery. Our expertise in all aspects of emergency management ensures an effective state and local response, particularly in the first 72 hours following a disaster.

JLWA's coordination with Commonwealth officials will ensure a seamless integration of services, assuring a rapid, efficient response to any potential crisis. The team of highly qualified specialists will apply its expertise in each of the following areas addressed below:

Disaster Aftermath

Few firms possess JLWA's strengths in the immediate aftermath of a disaster. As Director of FEMA, James Lee Witt responded to over 340 disasters in all 50 states. Today, JLWA employs many of those who formed his leadership and operational support teams. The experts of JLWA fully understand all aspects of ICS and NIMS regulations. In the aftermath of Katrina, JLWA assisted the State establish an effective joint EOC, establishing state-wide communications systems and command and control structures. JLWA has resources in place to assure a rapid rollout of any immediate post-disaster needs a state may have.

Program Management

JLWA has an extensive background providing services for state, and local governments responding to and recovering from disasters. Our firm has core competencies in project management, public assistance and mitigation programs, and has managed the reimbursement process at the federal, state and local levels. We are qualified to assist with the preparation of Damage Survey Reports/ Project Worksheets, to provide documentation support, consultation and negotiation services, staff augmentation, and program implementation. Our firm has helped governments understand the often complex federal

regulations that surround funding requests. Furthermore, our team has been a trusted liaison for numerous entities as they work with both local, state and federal governments throughout the response and recovery processes.

The JLWA team includes response and recovery specialists in hazard mitigation, public assistance, individual assistance, grants management, debris management, engineering, resource distribution, and insurance. Experts on the team have experience at the local, state, and federal government levels. This comprehensive understanding of both federal and Commonwealth regulations and recovery operations ensure that clients will be able to return to normal as soon as possible while receiving the maximum amount of funding possible.

Project Management

JLWA possesses the reputation and professional network necessary to draw the top experts in the fields of disaster response and recovery. Our project management team is composed of experts best suited to support Commonwealth of Virginia officials in the aftermath of a disaster. The following personnel possess vast experience in project management, program management, public assistance, mitigation, technical recovery and appeals.

James Lee Witt Mr. Witt is the Chairman and CEO of James Lee Witt Associates. Utilizing knowledge gained throughout his disaster management career spanning more than 30 years, Mr. Witt has directed JLWA's growth, providing consulting and crisis management services to Commonwealth and local governments, educational institutions, corporations, and other organizations. Prior to founding JLWA, Mr. Witt served as Director of FEMA for eight years, where he directed the response to and recovery from more than 340 relief and recovery efforts in all 50 states. These disasters include the most costly earthquake in our country's history and a dozen damaging hurricanes. Previously, Mr. Witt served as director of the Arkansas Office of Emergency Services and as Commonwealth judge in Yell Commonwealth, Arkansas.

Mark Merritt Mr. Merritt served as the JLWA project director for recovery efforts in the Cayman Islands after Hurricane Ivan, Houston after Tropical Storm Allison, Guam after Typhoon Chata'an and Super Typhoon Pongsona, and currently fills the same role for JLWA's relief efforts in Louisiana. Previously Mr. Merritt assisted the governments of both Vietnam and the Philippines prepare for and mitigate against disaster. As the Special Assistant to the Associate Director for the Response and Recovery Directorate, Mr. Merritt represented the associate director in liaison and coordination activities with representatives from various segments of federal, state and local governments and private industry.

Anneilia J. Holton-Williams Ms. Holton-Williams currently serves as the JLWA staff lead for the firm's recovery efforts in the State of Louisiana, where she supervised over 150 employees working on Katrina response and recovery, as well as for our present work in the Commonwealth of Virginia. As a senior FEMA staff member, Ms. Holton-Williams built a decade of experience overseeing the public assistance and financial aspects of disaster management. Ms. Holton-Williams was responsible for developing the policies and procedures for disaster closeout operations and establishing long-range closeout objectives for FEMA's regional offices.

Disaster Mitigation Services

As contractor to Commonwealth of Virginia, JLWA will provide personnel with substantial expertise in mitigation. In order to educate and advise the sub-applicants on mitigation opportunities our personnel will survey damaged sites along with FEMA representatives. Together they will make notes regarding possible mitigation measures to pursue under the Public Assistance (PA) program (Section 406). JLWA staff will also use these site visits as an opportunity to discuss and provide guidance on the possible development of mitigation projects under the Hazard Mitigation Grant Program (HMGP). The measures will complement and leverage PA expenditures to achieve even greater and more comprehensive mitigation solutions.

Our staff will utilize its consultations with sub-applicants to discuss their needs and provide expert advice related to mitigation opportunities. This information will be provided verbally and, as required, in writing, so that the applicants and their project managers/consultants can give due consideration prior to arrival of the FEMA PA inspector who will develop the scope of work for the applicant's projects.

Selected mitigation projects can then be identified by the sub-applicant and JLWA staff at the time the FEMA inspector prepares the PA project worksheets for the applicant's work. JLWA staff will also help to integrate identified mitigation priorities and projects into long-term community recovery planning efforts, as required, in order to encourage the integration of risk-reduction activities into the ongoing operations of the Commonwealth, local governments, non-profit organizations, and the private sector.

Financial Analysis

JLWA will use all available opportunities to inform applicants about how to utilize PA repair funds toward improvement and mitigation projects, both small and large. From the initial briefings onward, we will identify avenues to pursue such improvements. We will assist with decisions regarding budgets and timelines and whether or not to pursue improved project funding. This process involves eligibility and documentation requirements. We will thoroughly discuss available options before working with FEMA PA staff to modify project worksheets or initiate them with improved project status in mind.

In support of Commonwealth of Virginia's efforts to prepare scopes of work and develop cost estimates JLWA has the ability to provide guidance with damage descriptions, assessments, designs, and cost schedules. We will assist with cost monitoring reviews to ensure all projects are eligible and necessary to complete the project as defined by the Commonwealth, and FEMA.

If Commonwealth of Virginia chooses they have the option to prepare and submit small projects for FEMA review. In those cases our staff will work closely with those applicants to insure they take full advantage of all available funding. JLWA staff will assist in developing and executing a review process that will insure that the small projects are managed in accordance with all rules and regulations as well as professional accounting standards.

An effective program for managing large projects is likewise critical for proper accountability. JLWA will assist Commonwealth of Virginia in developing an effective grant management

system consisting of grant reviewers and financial specialists. This can be done with JLWA staff, existing Commonwealth employees, or local hires trained by JLWA and Commonwealth staff. The grant managers will be responsible for maintaining support documentation for all FEMA Project Worksheets (PW) and will be tasked with review requests for reimbursements, scope of work compliance, interim inspections, scope change requests, overruns validation, and final inspections.

JLWA staff will work with the grant managers to review requests for reimbursement. All disbursements must be validated against the approved scope of work to insure that all interim payments are made in accordance to federal, state and local rules and regulations. If costs exceed those estimated in the original PW, the grant managers will be required to contact FEMA and request a version revisions to account for any eligible scope changes and cost overruns. Upon project completion the grant manager will conduct the final inspection.

Reporting and Closeout

JLWA has employees who have executed numerous final reports and closeouts. From the onset of the recovery process the JLWA team will work with sub-applicants to prepare for closeout. It is critical that the sub-applicants diligently document their recovery efforts in order to facilitate the final project closeout process in order to receive and retain maximum federal funding. JLWA staff will assist sub-applicants in reporting and closeout using the following procedures:

- **Validate and document completion of all small projects:** JLWA staff will assist in validating and documenting the completion of all small projects. Our field staff will assist the Commonwealth in developing and executing a review process that will insure that the small projects are maximizing their reimbursement funds in accordance with the Virginia and FEMA regulations.
- **Perform final inspections of all large projects, certifying completion, and submit final cost accounting to the State:** The grant managers will be responsible for maintaining support documentation for all FEMA Project Worksheets (PW) and will be tasked with review requests for reimbursements, scope of work compliance, interim inspections, scopes of work change requests, overruns validation, and, ultimately the final inspections.
- **Make recommendations for interim disbursements and final reconciliations:** JLWA staff will work with the grant managers to review requests for reimbursement submitted by applicants. All disbursements must be validated against the approved scope of work to insure that all interim payments are made in accordance to federal and Commonwealth rules and regulations. If costs exceed those estimated in the original PW, the grant managers will be required to contact FEMA and request a version revisions to account for any eligible scope changes and cost overruns. Upon project completion the grant manager will conduct the final inspection.
- **Work with the Commonwealth and FEMA to close out the Public Assistance grant after all applicants have been closed:** JLWA has employees who have executed numerous PA closeouts. The JLWA staff, during their tenure at FEMA, was responsible for the development of FEMA's national closeout teams and the development of the agency's closeout procedures that are currently in place. From the onset of the recovery process the JLWA team will work with the applicants to prepare for closeout. It is critical that the applicants diligently document their recovery efforts in order to facilitate the final project closeout process in order to receive and retain maximum federal funding.

Provide Disaster Recovery Technical Program Management Assistance to Commonwealth Officials

JLWA experts will leverage their extensive knowledge and experience in training to prepare the appropriate Commonwealth, municipal and non-profit entities before applying for disaster aid. The experts of JLWA have an extensive history of providing training sessions to similar organizations and have developed the systems to not only rapidly set up the systems required to train large numbers of applicants, but also train potential applicants before disaster strikes. JLWA will utilize the methodology outlined below to provide technical assistance to Virginia:

Pre-Declaration

- **Educating potential applicants on the FEMA PA program:** PA training will be provided in the immediate aftermath of emergencies and major disasters. As a post-incident training these sessions would typically take place in Joint Field Offices (JFOs). However, hopefully Virginia will embrace the practice of pre-disaster training for local government, and private nonprofit (PNP) entities. Pre-event training about FEMA's PA program and other federal disaster assistance programs (e.g., FHWA-ER, SBA, NRCS, 406 and 404 Hazard Mitigation), as well as any Virginia related programs, will ensure that local emergency managers, and eligible PNPs receive the basic tools and most up-to-date information for a successful recovery from disaster. JLWA ensure that sufficient qualified instructors are readily available to provide pre- and post-incident PA and Mitigation training throughout Virginia. Several members of our staff continue to provide training for FEMA and the Emergency Management Institute (EMI) in Emmetsburg, Maryland, and also have participated in the development of many PA courses offered by the FEMA.
- **Preparing and training local governments how to conduct Preliminary Damage Assessments (PDAs):** In addition to providing general training relating to the PA program, JLWA will provide PDA training. PDAs quantify the extent of damages caused by an incident for which a governor has requested either an emergency or a major disaster declaration under sections 501 and 401 of the Stafford Act, 42 U.S.C. 5191 and 5170, respectively. Both sections require a determination that the situation "is of such severity and magnitude that effective response is beyond the capabilities of the Commonwealth and the affected local governments and that Federal assistance is necessary." FEMA's implementing regulation at 44 CFR 206.33 describes the PDA process in some detail. In addition, 44 CFR 206.37(b) states that information obtained during PDAs must be included in gubernatorial requests for emergency or major disaster declarations, and 44 CFR 206.40(b) indicates that PDA information is used as a basis for designating which parts of a declared state will be determined eligible to receive emergency or major disaster assistance. These statutory and regulatory provisions reveal the importance of conducting PDAs effectively.

Post-Declaration Recovery Operation

- **Participate in and Conduct Sub-Applicant's Briefings:** One of the most important steps in the recovery process is the sub-applicant's briefing. This is the first opportunity to meet with the applicants and explain the programs. Upon completion of the preliminary damage assessments, JLWA will assist Virginia with the briefing for each applicant. JLWA representatives with expertise in the PA process will provide information, both verbally and in written form, to potential applicants in order to: (1) help determine possible program and

damage eligibility; (2) explain relevant applicant/state/FEMA responsibilities; (3) understand reimbursement options under the PA program, including standard repair, improved projects, and alternate projects; (4) educate potential applicants about mitigation opportunities and responsibilities under the PA program; (5) outline program steps and estimated timelines; and, (6) provide explicit guidance on documentation and audit requirements.

- **Receive Request for PA (RPA) forms from applicants; review for completeness and forward to FEMA:** JLWA recommends that Virginia provide for on-line preparation and submission of Requests for PA from interested applicants. This can be done using a web-based, proprietary software system that has been used and tested in multiple disaster operations, including in response to Hurricanes Katrina and Rita in the State of Louisiana, and has been approved for use by FEMA in the management of the PA program. This program was developed in the State of Florida and is currently being utilized in Florida, Alabama, Mississippi and Louisiana. This web-based system would be licensed for use by Commonwealth of Virginia for purposes of implementing the PA program during the term of the contract. The web-based system provides for immediate access to project information (including project status, documentation, etc.), thereby providing transparency to the PA funding process. It also provides for direct linkages to FEMA's NEMIS computer system and Commonwealth financial management systems, allowing the Commonwealth applicants to access this information as it relates to their projects as needed. If Virginia does not decide to implement the web based system, JLWA staff will work closely with the applicants to collect, catalog, and forward RPA's to FEMA for review through their existing system.

Regardless of how RPA forms are submitted, they will be reviewed by trained PA staff and forwarded to FEMA. In the event that RPA forms are not complete initially, JLWA staff will speak with the point of contact for each applicant to obtain additional information needed to submit a complete RPA form to FEMA. A tracking system will be implemented to ensure that all RPAs are properly processed and documented.

- **Provide technical assistance for database administration that facilitates project tracking and quarterly reporting to FEMA for the Commonwealth:** If the Commonwealth decides to acquire the web based project management tool, such as currently being used in several other states, JLWA will assist with the development and modification to conform to Commonwealth procedures. If the Commonwealth does not choose to adopt our recommended database solution the JLWA team will work closely with the Commonwealth to assist in developing a system that will meet their tracking needs to insure that they are compliant with all established reporting requirements.
- **Partner with FEMA personnel to inspect damage sites:** Providing staff to ensure that inspected damages are correctly documented is one of the most important areas of disaster recovery. If the damage inspection process is done correctly, applicants are more likely to receive disaster assistance for which they are eligible. Our staff will foster an open dialogue between FEMA, the Commonwealth and all participants, ensuring that inspections and damage documentation are at the forefront of the operation. JLWA has cadre of former State and FEMA trained Public Assistance Coordinators and Project Officers that have gone through FEMA's Ops I and II courses, as well as other training in mitigation, insurance, engineering and additional areas, thus ensuring a properly documented damage inspection process that facilitates applicant claims for assistance and reimbursement in these programs.
- **Provide applicant eligibility guidance:** JLWA personnel have comprehensive knowledge of the PA program and eligibility requirements, in addition to other federal disaster assistance programs. Our staff's knowledge of the Stafford Act and the regulations in Title 44 of the Code of Federal Regulations (CFR) are derived from years of experience. We remain cognizant of FEMA's policies, many of which he written and

approved during the 90s. These assets will prove invaluable in the overall disaster program.

- **Assist applicants in preparing submissions to FEMA:** Taking advantage of a staff with many years of experience working for FEMA and for entities at all levels of the recovery process, our team will be able to provide immediate services to Commonwealth of Virginia, applicant, and FEMA in order to achieve desired program outcomes. Our established relationships with FEMA and recognized expertise will allow us to work directly with FEMA Public Assistance staff and leadership to identify issues and disagreements, discuss the applicability of past precedents and policy, and represent the interests of the Commonwealth and the applicant. Our Staff will also work to develop and recommend new program policies and protocols, as required, for maximum program flexibility. JLWA has proven highly successful in this advocacy role, including as the PA program lead for the Commonwealth of Louisiana after the 2005 Hurricane Katrina and Rita disasters.

Misunderstandings in the PA program are relatively common occurrences, and with the substantial background and expertise that JLWA brings to the table, we are in an ideal position to bridge gaps in understanding and improve communications at all levels. As the contractor for Commonwealth of Virginia, we will meet with applicants and FEMA individually, and, where necessary, bring FEMA and applicants together to discuss disagreements and differing interpretations of policy and past precedent.

According to FEMA regulations applicants have 6 months in which to complete emergency work and 18 months to complete permanent work. If justified, the Commonwealth has the ability to extend, without FEMA approval (except temporary facilities), emergency work for an additional 6 months. The Commonwealth also has the authority to extend permanent work for an additional 30 months. The JLWA team will work closely with the applicants to identify the need for extensions and ensure that all proper documentation is prepared in accordance to FEMA policy.

Provide Other Services as Needed

In addition to the items below, JLWA is willing to provide any other emergency management services as needed and upon request to Commonwealth of Virginia.

After-Action Report: After the emergency, JLWA will prepare an after-action report that reviews the Commonwealth of Virginia involvement in the FEMA PA program. JLWA will provide recommendations for areas to improve and other comments or suggestions. Following the after-action report Commonwealth of Virginia will be able to update their plans and procedures to reflect the experiences.

FEMA Appeals: Based on the extensive experience that JLWA has in implementing the PA program at the federal, state and local levels, we are uniquely qualified to provide this type of appellate service to the Commonwealth as well as local governments and eligible private nonprofit entities within the Commonwealth of Virginia.

Because of our thorough knowledge of the PA program, we will be able to provide expert PA advice to eligible applicants, enabling them to obtain all of the Stafford Act assistance for which they qualify, minimizing the need to file appeals. Section 423 of the Stafford Act, 42 U.S.C. 5189a, outlines the ground rules for filing appeals with FEMA. FEMA's implementing regulations appear at 44 CFR 206.206. The statutory and regulatory provisions indicate that appeals must be filed within 60 days after an applicant's notification of an adverse decision

and that FEMA must respond to appeals within 90 days after its receipt of notice of the appeal. There is a prescribed format for appeals, and appeals must be processed through the “grantee” (i.e., the Commonwealth in which the applicant is located) and must be filed initially with FEMA’s Regional Director. In addition, Virginia can file appeals on behalf of the Commonwealth and entities within the Commonwealth government. If an applicant is not satisfied with the Regional Office’s resolution of the appeal, the applicant can then file a second appeal with FEMA’s Headquarters.

At first glance, it may seem that the appellate provisions of the Stafford Act and its implementing regulations are so straightforward that outside expertise should not be essential to ensure that eligible PA applicants receive all the benefits they are entitled to receive after federally-declared emergencies and major disasters. However, the provisions of the Stafford Act and its implementing regulations provide a tremendous amount of discretion in interpretation. JLWA staff has years of experience at all jurisdictional levels implementing the provisions of the Stafford Act. These provisions include sections 402 (General Federal Assistance), 403 (Essential – or emergency – Assistance), 404 (Hazard Mitigation), 406 (Repair, Restoration and Replacement of Damaged Facilities), 407 (Debris Removal), 422 (Simplified Procedure), 423 (Appeals), and 424 (Dates of Eligibility) of the Stafford Act. In addition, the regulations implementing these PA-related provisions of the Stafford Act are lengthy and complex. See 44 CFR 206 Subparts B, G, H, and I.

In order to provide comprehensive advice and assistance relating to the PA program, a contractor must be thoroughly knowledgeable about the entire Stafford Act and all of its implementing regulations. Our comprehensive knowledge of and experience implementing the PA program uniquely qualifies us to provide advice and assistance to the Commonwealth, its political subdivisions, and eligible private nonprofit organizations, in the course of appellate activities relating to the PA program.



State of Louisiana: Hurricane Katrina Response and Recovery

September 2005 - Present

In the immediate aftermath of Hurricane Katrina, Governor Kathleen Babineaux Blanco retained JLWA to advise the State of Louisiana on overall response and recovery efforts. Within 48 hours of the Storm's landfall, before a contract had been formally signed, James Lee Witt led a response team into Baton Rouge. The impact was felt immediately. JLWA established a functional joint operations center within 24 hours and provided essential state and local personnel with the tools needed to communicate effectively statewide.

JLWA continues to advise the Governor, her cabinet, and other State leaders on all matters concerning recovery; assist in the development of policies and coordinate with public and private entities on all levels.

In addition to its advisory role, JLWA has performs a number of other functions as a part of the medium to long-term recovery effort. Initially, JLWA reformed the State's emergency management structure, bringing it into line with FEMA's Emergency Support Functions. JLWA staff plays key roles in the design and implementation of the Louisiana Recovery Authority (LRA), the organization responsible for coordinating overall recovery efforts, establishing rebuilding priorities, receiving and distributing appropriated relief funds, and providing a single voice for the State on recovery issues. JLWA has also served as the senior emergency management advisor for the LRA Board of Directors and as a liaison from Governor Blanco to the Parish Presidents affected by Katrina.

Programmatically, JLWA provided significant support in the development and delivery of disaster relief programs in the State. Since September of 2005, JLWA has established implemented the state's Public Assistance program to maximize funding availability for Louisiana projects.

In April, 2006, JLWA's contract with the State of Louisiana was expanded to include the establishment and management of the state's \$1.5 billion Hazard Mitigation Grant Program for Hurricanes Katrina and Rita. At the peak of the recovery effort, JLWA employed 200 professionals within the State.

To bring about a more planned and coordinated recovery in south Louisiana, JLWA organized and led the State long-term community recovery planning effort in 26 parishes (over 1/3 of the state), and developed and implemented regional and statewide planning activities designed to address issues that cross jurisdictional boundaries.

Some notable roles undertaken by JLWA include:

- Establishing a joint operations center;
- Implementing the Incident Command Structure and Command Center;
- Developing a housing plan;
- Debris monitoring;
- Working with university leaders throughout the State on higher education needs;

- Providing extensive assistance and guidance regarding the Federal Public Assistance Program damage estimations, documentation and submission of project worksheets.



August 2004 - Present

During the 2004 hurricane season, JLWA deployed a team of disaster recovery specialists to assist municipal, county, and private sector jurisdictions with their disaster response and recovery operations and assessments. JLWA has worked with numerous cities, counties, and other entities within the state including:

- City of Orlando
- Collier County
- Osceola County
- Kissimmee Utility Authority
- Mt. Sinai Medical Center
- Indian Trails
- Hardee County
- City of Arcadia
- City of West Palm Beach
- Indian River Memorial Hospital
- Peace River/Manasota Regional Water Authority

In working for these clients, JLWA has provided an immediate resource of multi-disciplinary personnel who are experienced and knowledgeable in the application and implementation of FEMA Public and Individual Assistance programs and the Hazard Mitigation Grant Program. In our work for the City of Orlando and other clients, JLWA has estimated damages, provided oversight and management of debris disposal, prepared project worksheets, identified mitigation projects, performed accounting services and developed scopes of work to repair or replaced damaged facilities.

In addition, in the City of Orlando, the JLWA team held a training session for city management and staff to demonstrate the process of disaster recovery applications. More than 20 other jurisdictions attended the session.

August 2001 - Present

The University Of Texas Health Science Center at Houston (UTHSCH) suffered hundreds of millions of dollars of damage following Tropical Storm Allison in June, 2001. During immediate recovery efforts, JLWA was contracted to oversee recovery efforts, determine losses, review long-term goals and assess how to improve recovery effort.

Overall, JLWA reviewed the University's public worksheets for the estimation of costs of recovery. JLWA helped each entity to better understand the disaster recovery process and maximize their funding from insurance and federal disaster programs by:

Identifying additional eligible items for reimbursement on the approved scope of work;

- Providing documentation for eligibility for Federal Emergency Management Agency (FEMA) regulations;
- Providing a clear interpretation of FEMA regulations to ensure the maximum eligible funding amounts; and
- Suggesting and identifying hazard mitigation projects for damaged facilities.

JLWA assisted the University with their review of long-term goals and assessed how they might improve the recovery effort by providing assistance and advice with the following:

- (i) development of a methodology and strategic action plan;
- (ii) development of options analyses;
- (iii) selection and justification of the optimal scenarios; and,
- (iv) development of the implementation plan consisting of project identification, project claims processing, project preparation, project reporting and project management.

JLWA provided expert advice to comply with FEMA rules and regulations in application for disaster assistance funding. This advice also included counsel about floodplain management, the National Environmental Protection Act (EPA) and the National and State Historic Preservation Act.

For example, UTHSCH will not be rebuilding its medical school building's basement to its pre-disaster condition because permanent reconstruction projects of the functions performed prior to the disaster must be in adherence to all NEPA requirements and Historic preservation requirements.

To date through our efforts and guidance, FEMA has awarded UTHSCH \$67.0 million in 406 Mitigation and \$10.5 million in 404 Mitigation. UTHSCH utilized our project worksheet documentation to submit their Insurance reimbursement claim, which to date totals \$59.0 million.



October 2003- December 2003

James Lee Witt Associates and Cambridge Horizon Consultants were jointly engaged by the State of Maryland to assess its restoration activities from Hurricane Isabel, which hit the Mid-Atlantic region on September 18, 2003. Our team reviewed the Maryland Homeowner Insurance Policies and Restrictive Clauses; Maryland Insurance Administration Alternative Claim Resolution Process; National Flood Insurance Single Adjuster Program; Maryland's Commercial Insurance Policy; Maryland's Hurricane Isabel Insurance Claim; coordination of insurance and FEMA claim reports; Individual Assistance and Public Assistance claims; and, coastal erosion issues.

The Team has identified key recommendations to enhance the State's current recovery efforts and to mitigate impacts from future disasters, including: modifying "Proof of Loss" regulations so they are less burdensome on homeowners; creating a Mediation/Alternative Resolution Procedure for settling disputed property claims; and integrating the insurance claims and the FEMA project worksheet development processes so the State will know the limitations of insurance and FEMA reimbursements and will be able to maximize the resources from both.

Government of Guam: Disaster Recovery Services



December 2002 - October 2003

JLWA provided immediate disaster recovery services to the Government of Guam after the destruction that Typhoon Chata'an and Super Typhoon Pongsona brought to the Island. Acting on behalf of the Office of the Governor, JLWA worked with the Government's Recovery Coordination Office. JLWA provided an immediate resource of multi-disciplinary personnel, experienced and knowledgeable in the application and implementation of FEMA Public and Individual Assistance programs.

JLWA helped Government agencies and departments to identify immediate and long term disaster needs from the outset. JLWA estimated damages, prepared project worksheets, identified mitigation projects, performed accounting services and developed scopes of work to repair or replace damaged facilities. In addition, JLWA provided support services in the preparation and presentation of Guam Power Authority's appeal to FEMA. The appeal provided the necessary information needed to convince the acting Regional Director to send a team of experts to Guam to review the evidence. As a result, Guam Power Authority received \$11 million in reimbursement.

Teaming Addendum 2 Crowder Gulf

Introduction

Events of the last several years have underscored the staggering social, economic and political impact of natural disasters on people and communities throughout the world.

Events in the United States since 2001 have demonstrated the absolute need to coordinate closely planning and preparation, as well as response and recovery. This was particularly demonstrated by the devastation wrought by Katrina and Rita in 2005. Coordination with our contract partners, as well as with alliance firms that share the notion that coordination in advance will ensure the commonwealth can respond quickly to save lives, save property, and use state and federal funding fairly, reasonably and prudently is key.

Garner Environmental Services, Inc. is providing information in this addendum highlighting of our teaming associate -Crowder Gulf. This submission is not a mandate for inclusion, simply a means of providing additional value to the Virginia Department of Emergency Management (VDEM) in the Commonwealth of Virginia, utilizing our highly experienced and uniquely skilled alliance partners and the valuable skill sets which they bring to any disaster situation. Individually our firms have been, and still are, involved in the response and recovery from Katrina and Rita in the 2005 season, and planning and preparation for subsequent hurricane seasons and disaster events. The inclusion of this firm and their expertise is a way of providing VDEM with a one-stop shop of collective knowledge and experience which they may also offer to their qualified local and regional partners should there be need for these services.

CROWDER-GULF
 Virginia Department of Emergency Management
 Emergency Standby Services

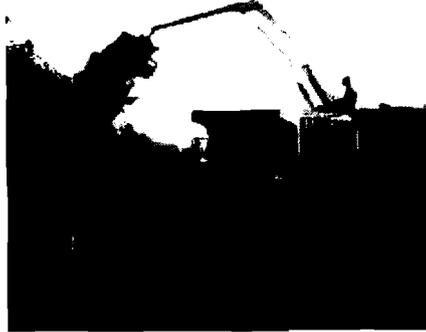
Hourly Personnel Rate Description	Unit	Unit Price
Operations Manager	Hour	\$60
Superintendent with truck, phone & radio	Hour	\$54
Foreman with truck, phone & radio	Hour	\$48
Safety/Quality Control Inspector with vehicle, phone & radio	Hour	\$50
Inspector with vehicle, phone & radio	Hour	\$32
Climber with gear	Hour	\$90
Saw Hand with chainsaw	Hour	\$35
Laborers & Flagmen	Hour	\$30
FEMA Public Assistance Manager	Hour	\$130
FEMA Documentation Clerk	Hour	\$50
Timekeeper	Hour	\$35
HazMat Professional	Hour	\$180
Household HazMat Inspection & Removal Crew	Hour	\$110
Generators from 10 KW to 300 KW	Cost plus 20%	
Materials Description	Unit	Unit Price
Fill Dirt for Stump Holes - Purchased, Placed, and Shaped	CY	\$40

Notes:

1. The Equipment, labor and material rates shown above are for tasks requested by the Client which are not covered in the rates (per cubic yard) for normal debris removal and reduction.
2. Pricing includes operator, fuel, and maintenance. Depending on the severity of the disaster, some or all of the above equipment will be required. Crowder-Gulf will ensure sufficient numbers of each type of listed equipment are available to meet the needs for a particular disaster.
3. The listed equipment should cover all possible equipment needs following disaster. Crowder-Gulf has access and contacts for any other equipment that might be required and will negotiate a rate with Client if need arises for equipment not on list.



DISASTER DEBRIS MANAGEMENT



Proposal for Virginia Department of General Services Division of
Purchases and Supply for Emergency Standby Services

January 2007

CROWDER-GULF

John Ramsay, President

5535 BUSINESS PARKWAY

THEODORE, ALABAMA 36682

800-992-6207 Phone

251-654-0470 Fax

jramsay@crowdergulf.com



TABLE OF CONTENTS

Transmittal Letter

• Scope of Services	1
• Managerial Capabilities	4
• Disaster Response Management Concept	5
• Company Owned Equipment	7
• Subcontractors	8
• Key Personnel	9
• Organization Chart	14
• Data (Insurance, Drug Free, Ethics)	15
• Past Performance	16
• Disaster Project References	26
• Training References	30
• Point of Contacts	31
• Debris Removal Rates	32
• Hourly Rates	35

CROWDER-GULF JOINT VENTURE

Disaster Recovery and Debris Management

5435 Business Parkway
Theodore, Alabama 36582

Office: (800) 992-6207
Fax: (251) 459-7433

January 17, 2007

Department of General Services
Division of Purchases and Supply
1111 E. Broad Street, 6th Floor
Richmond, BA 23219

Re: "Virginia Emergency Standby Services"

To the Virginia Department of General Services,

Crowder-Gulf Joint Venture, Inc. is a nationally recognized disaster debris management firm and would like to formally express our interest in entering into a contract for "Emergency Standby Services" in conjunction with Garner Environmental Services, Inc. for the Virginia Department of General Services. Accordingly, Crowder-Gulf is pleased to submit the enclosed information for disaster debris management services for your review and consideration.

Crowder-Gulf has worked all the major disasters in the Southeast for the past 38 years. Our personnel have worked in planning and managing successful disaster debris removal, reduction, and disposal operations in Alabama, Florida, Georgia, Kansas, Louisiana, Mississippi, Missouri, New York, North Carolina, South Carolina, Tennessee, Texas, and Virginia. During our 38 years of work with storm debris removal, reduction, and disposal, we have developed a successful plan of operation to complete the clean up in a minimum amount of time, and in a safe, orderly and practical manner.

The services we have provided for our customer have included but are not limited to: road clearing, large scale debris removal, separation, staging, and disposal; demolition work, construction and demolition debris removal; hazardous waste handling; tree trimming, stump grinding and removal; marine salvage operations; sand removal from roads, streets and right of ways; beach sand screening and replacement, and emergency berm construction. Our people are experienced and qualified, with a reputation for providing efficient and effective disaster debris management services.

We use a combination of company crews and subcontractors to perform work. We have subcontractors who have provided commitment letters and will respond and mobilize within 24 hours of notice. Qualified local subcontractors will be used to the greatest extent possible.

We sincerely appreciate the opportunity to present this information and look forward to working with you on your clean-up requirements if the need arises. If you have any questions, comments or require additional information, please do not hesitate to contact us. We appreciate your time and consideration.

Best Regards,

John Ramsay
President

SCOPE OF WORK

Crowder-Gulf will furnish all labor, materials, and equipment to complete and deliver full Emergency Response and Recovery Services and will include the following minimum services as directed by the Client:

1. Annual or biannual pre-disaster debris management planning critiques and planning assistance.
2. Emergency clearance of debris from public streets and rights-of-way for access by emergency personnel.
3. Permitting, clearing, and/or removing disaster related debris from the public right-of-way, streets, roads canals, lakes and ponds.
4. Removal of sand, silt, sludge and rock from roads, streets rights-of-way; screening material to segregate material and transporting material to designated disposal sites.
5. Management and operation of debris reduction sites to accept, process, reduce and/or dispose of disaster-related debris. Contractor shall assist the State in identifying and selecting appropriate Temporary Storage Sites to be utilized as debris staging and processing locations.
6. Debris separation (i.e., vegetative, C&D, recyclable debris, white goods, and hazardous waste) and reduction of eligible organic debris using tub grinding or air curtain incineration in accordance with all applicable laws and regulations.
7. If specifically requested and authorized, implementation and operation of a Right-of-Entry ("ROE") program to affect clearance and removal of debris from private property. Contractor shall manage the ROE program by assisting with the obtaining, categorizing and recording of each ROE application and the successful completion thereof.
8. Demolition and removal of condemned structures and buildings that pose a threat to public health and safety resulting.
9. Tree trimming in accordance with American National Standard ANSI A300, tree topping, tree removal, stump grinding, grubbing, clearing, hauling and disposal.
10. Providing all permits and services necessary for the containment, clean-up, removal, transportation, storage, testing, treatment and/or disposal of hazardous materials and wastes to include bio-hazardous and animal carcasses.
11. Perform other disaster response and recovery activities, as necessary, and as specifically directed and authorized.
12. Accurate verifiable documentation of each load of debris along with daily and other regular reports of all loads of debris and work performed with provisions for inspection by the Client.
13. All staging areas, work areas and TDSRS will be left in a clean or neat condition and/or restored to their original condition as may be required.
14. Technical Disaster Recovery Assistance to assist the State in managing the recovery process and substantiating requests for reimbursement from the State and/or FEMA for eligible Public Assistance funding Annual training sessions will be made available for State personnel who may be designated to work with Crowder-Gulf after the disaster during the debris removal and reduction operation.

SCOPE OF WORK

Debris Removal Program Standards. Crowder-Gulf shall conduct all debris operations outlined in this proposal to meet the program standards provided for in the FEMA "Debris Management Guide". In addition, Crowder-Gulf will conduct all debris related operations in accordance with all applicable federal, state, and local laws, rules and/or regulations.

Temporary Debris Staging And Reduction Sites (TDSRS). Upon award of a contract, Crowder-Gulf will meet with State officials to assess and determine the location of potential temporary debris storage and reduction sites. The scope of the disaster and resultant damage will determine the number of sites required. Preference will be given to State-owned land. If it is determined that sufficient State-owned land is not available, the use of privately owned sites will be investigated. We will attempt to negotiate lease/rent rates in advance with the owners of such private land for use in the event of a disaster. If private land use is required during a disaster, actual lease/rent costs will be passed through to the State. All other costs associated with the preparation, operation, and restoration of temporary debris storage and reduction sites will be included in Crowder-Gulf pricing structure for the contract.

Working Hours. Debris will be collected and loaded during visible daylight hours seven (7) days per week. With the approval of the State, debris reduction at the TDSRS will, at our discretion and as required, take place on a twenty-four (24) hours seven (7) days a week basis.

Specialty Debris. Crowder-Gulf's supervisory personnel are experienced in identifying and assessing potential problems imposed by specialty debris including hazardous materials and waste, bio-hazardous wastes, dead animals, and hazardous stumps. If removal and disposal is beyond the area of our expertise, Crowder-Gulf will use Garner Environmental Services, a highly qualified and licensed Hazmat contractor, to remove and dispose of any such materials.

Community Relations. We are well aware of the trauma and disruption to normal lifestyles that result from a natural disaster. Our personnel are thoroughly indoctrinated regarding our policy to always be caring, courteous, polite, and responsive to the needs of the citizens of the community. We have received a number of recommendations and testimonials from various governmental officials attesting to the success of our Community Relations Policy in communities we have served.

Crowder-Gulf has a Public Relations Manager to assist the State with the dissemination of information to keep the public informed about ongoing recovery efforts and community participation in those efforts.

SCOPE OF WORK

Data Tracking, Accounting and Financial Management. Crowder-Gulf has both the financial resources and stability to efficiently and effectively perform the services contemplated by this proposal. Upon request, bank references are available for Crowder, Gulf and Crowder-Gulf.

Debris Load Tickets for each truckload of debris hauled is one of the key features of financial accountability. This process is maintained throughout the contract using a system of checks and balances tied directly to the Truck Capacity Certification form and the data/accounting systems used by Crowder-Gulf.

1. A specially designed Microsoft Access database program is used to track and account for the quantitative and descriptive debris data. The database allows Crowder-Gulf to keep accurate statistical information and provide an easy audit trail. Designated office personnel enter, count and total quantities from debris load tickets on a daily basis. The system is easily modified to meet the particular daily, weekly, and reporting requirements of our clients.
2. A computerized accounting program is used for all accounting, invoicing, and payments. The on-site office is self-sufficient with backup from the Disaster Administration Office in Theodore, Alabama on an as needed basis.

MANAGERIAL CAPABILITIES

Crowder-Gulf has successfully managed debris and reduction operations in multiple counties and municipalities simultaneously during previous disaster events. Presently we are finishing Katrina recovery work in Pascagoula and Biloxi, Mississippi. During the 2005 - 2006 season we completed Katrina recovery work in Florida, Alabama, Mississippi and Louisiana; Hurricane Rita recovery work in Calcasieu Parish and Lake Charles, Louisiana as well as Jefferson County, Texas. In the state of Florida we completed Wilma recovery work in Lee County, Village of Wellington, Pembroke Pines, Aventura, Pompano Beach, Fort Lauderdale, and West Palm Beach.

Beginning August 13, 2004, the first of four hurricanes hit Florida and by September 14th the fourth hurricane had made landfall in Florida, Alabama and Mississippi. Crowder-Gulf had 38 pre-event contracts in place with impacted cities and counties from South Florida to Pascagoula, Mississippi. Crowder-Gulf began moving debris in Lee County, Florida, Sanibel Island, Florida, Orange County, Florida and Orlando, Florida within 48 hours of the first hurricane and continued mobilizing men and equipment on a timely basis to our many customers as three additional hurricanes made landfall in a one-month time frame. By the time the last hurricane hit, we had mobilized approximately 2,800 men, 1,600 trucks, 600 pieces of loading equipment, 22 tub grinders and 10 air curtain incinerators. We removed and reduced 14,000,000 – 15, 000,000 cubic yards of debris. Most work was completed by the end of December 2004 with only processed debris removal and TDSRS closures remaining in Escambia County, Florida; which received the most severe damage. This work was finished by the end of February 2005.

On September 17, 2003, the day before Hurricane Isabel made landfall, Crowder-Gulf was issued a Notice to Proceed by the Virginia Peninsulas Public Service Authority (VPPSA) for the Cities of Newport News and Poquoson, and the Counties of James City and York. On the same day, the Southeastern Public Service Authority (SPSA) issued Crowder-Gulf a Notice to Proceed for the Cities of Norfolk, Suffolk, and Virginia Beach, and Isle of Wight and Southampton Counties. The day after the storm struck, Crowder-Gulf was moving debris. Crowder-Gulf subsequently mobilized 1,063 trucks, 155 loaders, 11 tub grinders, 9 air curtain incinerators, and numerous pieces of support equipment. Manpower mobilization exceeded 1,450 people. The first pass was completed within 40 – 50 days, with approximately 3,900,000 cubic yards of debris, 13,900 stumps and 1,700 logs being removed from public rights-of-way. Crowder-Gulf also implemented (at the request of specific clients) right-of-entry debris removal, cut and removed leaning trees, and removed C&D and white goods. We completed 3rd and 4th passes for our clients and the total volume of debris removed exceeded 4,100,000 cubic yards. We processed 103,500 load tickets in Virginia.

Crowder-Gulf was also issued a Notice to Proceed by Dare County and the Town of Williamston in North Carolina. The clean up of Williamston was completed in three weeks. Dare County, approximately 85 miles long, encompass a large area of the Outer Banks. We had to mobilize manpower and equipment by ferry and barge. Hatteras Village, a part of Dare County, sustained the worst damage from Isabel with 2,700' of Highway 12 being washed out. Debris removal and reduction was accomplished in Dare County in 45 days. In Hatteras Village we also demolished structures, completed sand screening, built dunes and planted beach grass on the rebuilt dune.

DISASTER RESPONSE MANAGEMENT CONCEPT

Crowder-Gulf uses the concept of a Circle of Plans to conduct debris management projects. These plans interlock at key points and are mutually supportive of each mobilization and/or debris function.

The amount of damage that occurs during a natural disaster varies, as do the needs to restore the affected areas. Crowder-Gulf's basic debris management plan is flexible and set up so that it may be adapted to meet the requirements of the contract and the scope of the disaster. Our **Disaster Response Management Concept (DRMC)** establishes an early appraisal of disaster damage, moves trained, well equipped crews into affected areas in the shortest time possible, and follows a disaster-specific plan to ensure the personnel and equipment are mobilized and used in a timely manner to remove and reduce debris.



The primary values of these Crowder-Gulf plans are that they will guide and direct what actions will be used to prepare for, respond to and successfully carry out any pre- or post-disaster debris contract. The Crowder-Gulf circle of plans is called **Disaster Response Management Concept**. The concept is made up of eight (8) separate plans.

These interlocking plans are listed below in their normal chronological utilization, which does not necessarily reflect on the order of importance of any

individual plan:

1. Initial Response Plan
2. Team Notification and Operation Support Plan
3. Mobilization Plan and Annex
4. Safety Plan and Policy
5. Debris Operations Plan
6. Quality Control Plan
7. Subcontracting Plan and Policy
8. Project Documentation and Reimbursement Plan

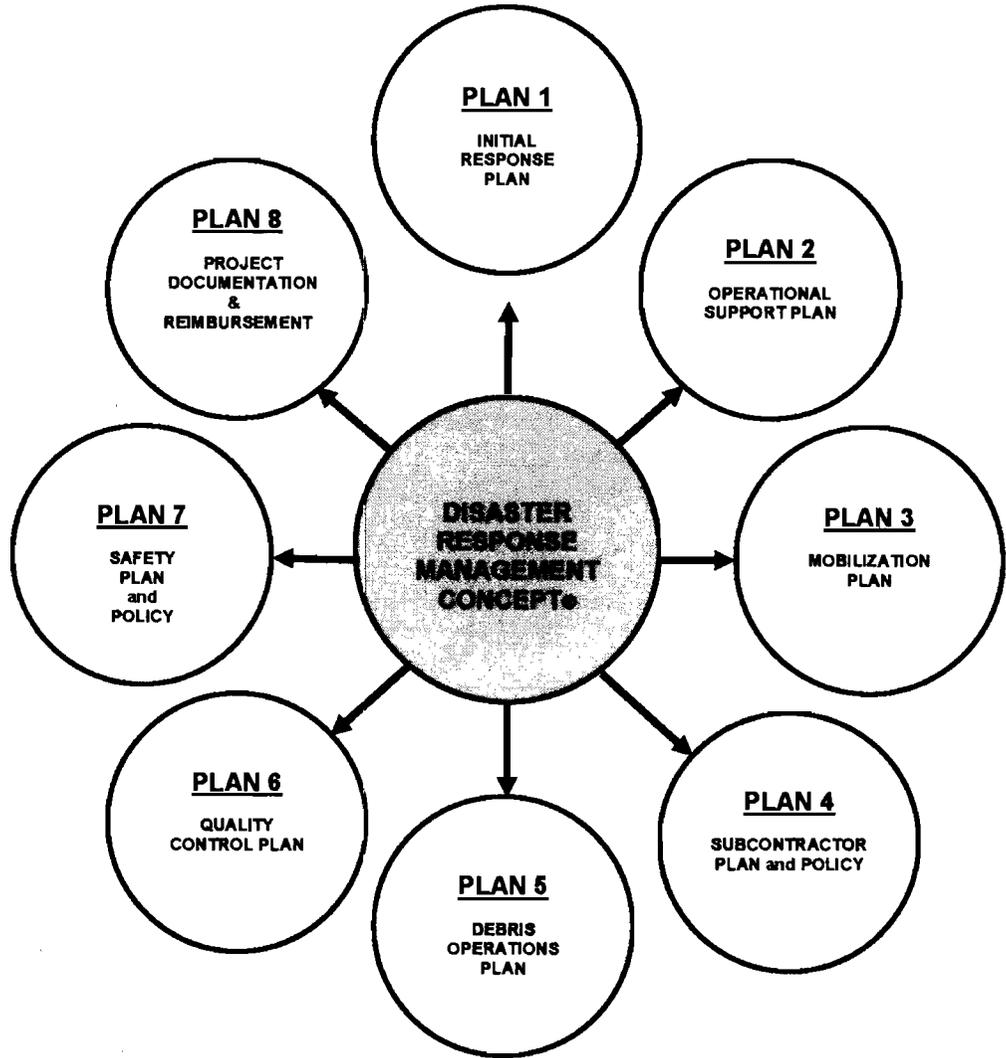


This Circle of Plans is maintained and updated as changes occur in the industry, the funding of programs or within the Company. These plans receive at least an annual review by Senior Managers to ensure they reflect the current industry standards, readiness and capacity of Crowder-Gulf.

DISASTER RESPONSE MANAGEMENT CONCEPT

A complete detailed set of plans is available upon request.

CIRCLE OF PLANS



COMPANY OWNED EQUIPMENT

In addition to the key personnel assets of Crowder-Gulf, we currently maintain a large inventory of company-owned equipment. A percentage of this inventory is debris specific and is immediately available for response to a disaster. Company-owned equipment will be dispatched to the disaster area immediately upon receipt of a Notice to Proceed.

The following is a partial list of company-owned equipment available for use in any debris operation conducted by Crowder-Gulf:

16 yard – 24 yard Dump Trucks	143
30 yard – 50 yard Dump Trucks	40
Rubber Tire Loaders (equipped with debris handling grapples)	16
Rubber Tire and Track Equipped Excavators (with buckets and grapples)	20
Knuckle Booms	4
Pick-Up Trucks (equipped with portable phones for Foremen)	20
Service Trucks	8
Skid-Steer Loaders (equipped with buckets and grapples)	14
Diamond Z 14' Tub Grinders	6
Air Curtain Incinerators	9
Above-Ground Box Incinerators	2
Self-loader Trucks (60 – 100 cubic yards)	10

Crowder-Gulf has active accounts with major, national equipment rental companies to supplement our equipment needs as necessary (i.e. Caterpillar, Hertz, John Deere, United Rental, and Sunbelt).

As directed by the Mobilization Plan, the available equipment from this list will be serviced and made ready for immediate mobilization. Once safe transport is possible the equipment required to commence an operation will be dispatched on command of the Director of Operations or the Assistant Director of Operations. Mobilization of additional equipment will continue until sufficient equipment and manpower are on site to satisfy the requirements of any task order or Notice to Proceed.



SUBCONTRACTOR EQUIPMENT & PERSONNEL

Subcontractor Equipment. Crowder-Gulf has a number of large subcontractors who can provide their own competent management and inspection personnel with minimum oversight from Crowder-Gulf's management team, along with over three hundred other



self-sufficient experienced subcontractors who have worked with us on previous disasters. Depending on the severity of the disaster, we intend to utilize subcontractors for a percentage of debris operations. In compliance with 44 CFR 206.10, it is our policy to utilize qualified local subcontractors to the greatest extent possible. Upon award of a contract with the public entity, we attempt to identify and develop standby agreements with local contracting firms.

Crowder-Gulf has large and small subcontractors who have committed the following equipment and manpower to our disaster operations:

Equipment Summary

Dump Trucks	2,399
Self Loaders	490
Loaders	377
Excavators	338
Knucklebooms	152
Track-hoes	214
Air Curtain Incinerators	49
Tub Grinders	17

Manpower Summary

Project Managers	36
Superintendents & Foremen	117
Drivers/Operators	3,463
Laborers/Sawhands	571

Personnel. In addition to fulltime employees, we have accumulated a strong following of reserve personnel that are retired city, county, utility company, CORPS of Engineers, DOT and FEMA personnel. These people are a great asset and do an excellent job as managers in the field and interacting with our customers. They were particularly valuable in 2003 when we had fourteen contracts activated in Virginia and North Carolina and in the 2004 hurricane season when thirty eight contracts were activated in Florida, Alabama and Mississippi.

KEY PERSONNEL

The severity of the disaster will determine how many employees will be assigned to a specific disaster event. Depending on the scope of the disaster, Crowder-Gulf uses a combination of company crews and subcontractors to perform work. We will begin with Crowder-Gulf personnel and proceed to add additional personnel or subcontractors until we have sufficient personnel to effectively and efficiently manage and handle the disaster recovery effort. We have commitment letters from numerous subcontractors in the Southeast who will respond and mobilize within 24 hours of notice. Our policy is to hire qualified local subcontractors if they are available.

Crowder-Gulf has the following sources of management and inspection personnel:

- Personnel who are currently employed by Crowder-Gulf on a continuing or consulting basis with vast experience in managing and performing disaster related work.
- Large subcontractors who can provide their own competent management and inspection personnel with minimum oversight from our Management Team, along with over 200 other self-sufficient experienced subcontractors who have worked with us on previous disasters and understand Crowder-Gulf 's management philosophy and Management Plan.
- Retired and semi-retired construction, City, County, FEMA, and power company professionals who are experienced in managing and inspecting disaster related work.
- Crowder-Gulf has a standby agreement with various engineering companies to provide personnel for engineering services.
- For temporary housing, Crowder-Gulf is teamed with **North American Catastrophe Services, Inc.** NACS is recognized as the nation's leader in providing turnkey solutions to temporary housing. They are capable of responding under the PA program as well as the IA program. Their PA housing can consist of every level of service needed including but not limited to housing, catering, laundering, security and power support. Their turnkey IA housing program is the blueprint for GSA.
- **Garner Environmental Services, Inc.** will handle all hazardous materials as well as supply materials and equipment in the event Crowder-Gulf is activated. Garner Environmental will respond to a wide spectrum of pollution incidents with professional personnel to insure a proper, legal, and effective cleanup, 24 hours per day, 7 days a week. Garner Environmental response teams are staffed and supported with qualified and extensively trained personnel who are fully equipped with state of the art response equipment and instrumentation. Garner, established in 1981, is recognized as an industry leader and has combined the best and most practical field experiences and the most practical technologies available for investigation, remediation, restoration, and management of hazardous, non-hazardous emergency situations, sites and facilities.

KEY PERSONNEL

All Crowder-Gulf officers, managers and supervisors have been involved in previous successful disaster related debris operations and have been trained to the quality control concerns, safety concerns, ethics and drug policies of Crowder-Gulf. All key personnel understand our management plan concept and its relationship to this company's Mission Statement.

John Ramsay – President / Director of Operations (DO)

Mr. Ramsay has over 37 years of experience in disaster debris operations and management. He has directed the successful completion of numerous large and small operations from the most recent 2005 Hurricanes Wilma, Rita, Katrina, Dennis, and Cindy to Hurricane Camille in 1969. He is familiar and experienced in all phases of a debris operation from removal, reduction, recycling and disposal. Some of his key responsibilities include:

1. Assess damages, estimate manpower requirements and activate initial response and/or the mobilization plan(s).
2. Meet with elected/appointed representative(s) for evaluation and prioritization of the client's needs and determine the sections of critical work.
3. Maintain daily communication with key officials to coordinate and assign or reassign crews to fulfill the client's ongoing debris management needs plus report work progress through completion of the debris operation.
4. Maintain open line of communication and availability to Crowder-Gulf Management Team for decision-making and coordination of overall debris management tasks.

Bud Rich – Assistant Director of Operations (ADO)

Bud has held overall direction and control positions in debris management since 1993 and is regarded as an expert in the specific phase of debris reduction. His major disaster experience includes Hurricanes Charley, Frances, Ivan, Jeanne, Isabel, Erin, Opal, Fran, Georges, and Floyd, Tropical Storm Allison, Kansas City and Missouri Ice Storm plus numerous smaller operations over the past eleven years. Some of his primary responsibilities include:

1. Assist the DO with assessing damages, estimating manpower requirements, and activating initial response and/or the mobilization plan(s).
2. Locate staging and/or reduction areas plus possible disposal sites.
3. Identify and coordinate segregation and correct disposal of hazardous waste plus the proper disposal of recyclable materials.

Maintain daily communication with the staging, reduction and/or disposal site managers to assist in decision-making to ensure safe, efficient operations at all such locations.

Raymond "Buddy" Young – FEMA Specialist / Technical Assistance

Buddy was Regional Director of FEMA Region VI from 1993 – 2001. Buddy served as Administrator for one hundred and thirty three federally declared disasters and emergencies. He is nationally known and recognized in the Emergency Management business and is extremely knowledgeable about FEMA policies and procedures. Buddy is also a retired Captain of the Arkansas State Police where he served for 26 years. Some of his primary responsibilities include:

KEY PERSONNEL

1. Advise and educate Crowder-Gulf and our customers on all FEMA related matters.
2. Visit various public entities across the United States to make them aware of Crowder-Gulf and the services we provide.
3. Following a disaster, assists in estimating degree of damage, volume of debris and assists in preparing project worksheet.

William Wright – Safety/Quality Control Manager (SQCM)

Mr. Wright has worked for Alabama Power Company for 31 years in various management positions. In the aftermath of Hurricanes Frederick, Erin and Opal he was responsible for managing and coordinating power crews in the restoration of power in the Southeastern Division of Alabama Power. Willie served as a Safety Specialist for Alabama Power from 1995 until his retirement. He is presently a Safety Consultant to Crowder-Gulf and a key member of our Management Team. Partial listings of his Crowder-Gulf responsibilities include:

1. Implement Safety Plan and certify compliance with all local, state and federal requirements.
2. Communicate with crew foremen/subcontractors to verify Safety Plan is being fully implemented.
3. Collate, complete and distribute local information for Vital Information Packet to foremen/subcontractors for signature upon receipt.
4. Provide regular assessment of completed work of all crews to evaluate the work quality and safety of all field functions.
5. Work with foremen and supervisors to identify and resolve any unsatisfactory performance and/or related problems.
6. Investigate all property damage caused by Crowder-Gulf and/or its subcontractors to ensure appropriate correction to the satisfaction of the local government and/or property owner.
7. Assure the safe installation and compliance of any/all temporary structure(s) or work sites used by Crowder-Gulf.

Eric Hall – Debris Reduction Manager (DM)

Mr. Hall is a specialist in Air Curtain Incineration and has worked in the disaster debris business since 1987. He has worked as Debris Reduction Manager for Crowder-Gulf in Florida after Hurricanes Katrina and Wilma in 2005; Hurricanes Charley, Frances, Ivan and Jeanne in 2004, Hurricane Isabel in Virginia in 2003, Hurricane Andrew in 1992, Erin and Opal in 1995, in North Carolina after Hurricane Fran in 1996 and in Lee's Summit, Missouri and Kansas City, Kansas after 2002 Ice Storm. Eric is also experienced in the incineration of animal carcasses. He has incinerated dead and diseased animals all over the United States and several foreign countries. Some of his prime responsibilities include:

1. Coordinate activities of day and night foremen at reduction site(s).
2. Develop reduction site(s) management plan and build site to conform to contract specifications.
3. Supervise construction of reduction site(s) inspection platforms to contract specifications and/or the standards set by the SQCS.
4. Hold weekly (or as required) tailgate safety meetings with all reduction site(s) personnel.

KEY PERSONNEL

5. Coordinate with ADO for segregation and appropriate reduction/disposal of hazardous waster per applicable environmental laws.

Charlie Hunter – Lead Project Manager

Mr. Hunter spent over twenty years in the active U.S. Army Corps of Engineers in numerous duty assignments from 1956 till 1977. Upon retiring from the U.S. Army, Mr. Hunter worked for three Counties in the State of Florida from 1977 until February 2001 serving as Solid Waste Operations Director for Putnam County from 1977 - 1988, Sarasota County from 1990 – 1991, and Brevard County from October 1991 - 2001.

After retiring from Brevard County under the State of Florida Retirement system in 2001, Charlie came to work with Crowder-Gulf. Most recently he worked for Crowder-Gulf in Florida following Hurricanes Katrina and Wilma; Hurricanes Charley, Frances, Ivan and Jeanne in 2004 and began his work with the company managing projects in Lee's Summit, Missouri and Kansas City, Kansas after the 2002 ice storms.

Additional credentials include:

1. Received numerous awards and decorations while serving in the U.S. Army
2. Member of the Florida Chapter of GRCDA and SWANA since 1982 serving on the Board of Directors for over ten (10) years, receiving numerous awards of recognition from these organizations.
3. Served on the State of Florida Solid Waste Management Training Committee for six years.
4. Certified Landfill Operator in the State of Florida.

Margaret R. Wright, Ph.D. - Special Projects Manager/On-site Office Manager

Margaret has had over twenty years of professional training and managerial experience. Her most recent experience in disaster recovery includes general manager for recovery work following Hurricane Rita in Louisiana. Her credits also include 2004 Hurricanes Charley, Frances, Ivan and Jeanne in the state of Florida. In 2003 for Virginia following Hurricane Isabel and onsite Office Manager in North Carolina following Hurricane Fran in 1996. Her duties included regulations compliance, management of record keeping which included day-to-day operations of work completed, communication and coordination with contracting entities during reconciling process, and conducting formal evaluations at completion of projects. In her previous employment with Intelligent Decision Systems, Inc., she was a team member for curriculum analyses for eight Navy courses. She directed extensive data collection and analysis, and formulated recommendations regarding realizing maximum training efficiency and effectiveness through the infusion of technology. She was also involved in the analysis and development of a large award-winning project for the Navy's Surface Warfare Officer School that provides on-the-job training utilizing technology and a cognitive apprenticeship approach to present instruction. Margaret has also held positions with both the University of South Alabama and the Mobile County Public School System, which required project coordination and management skills.

KEY PERSONNEL

Kelly Pridgen - Customer Relations Coordinator / Project Manager

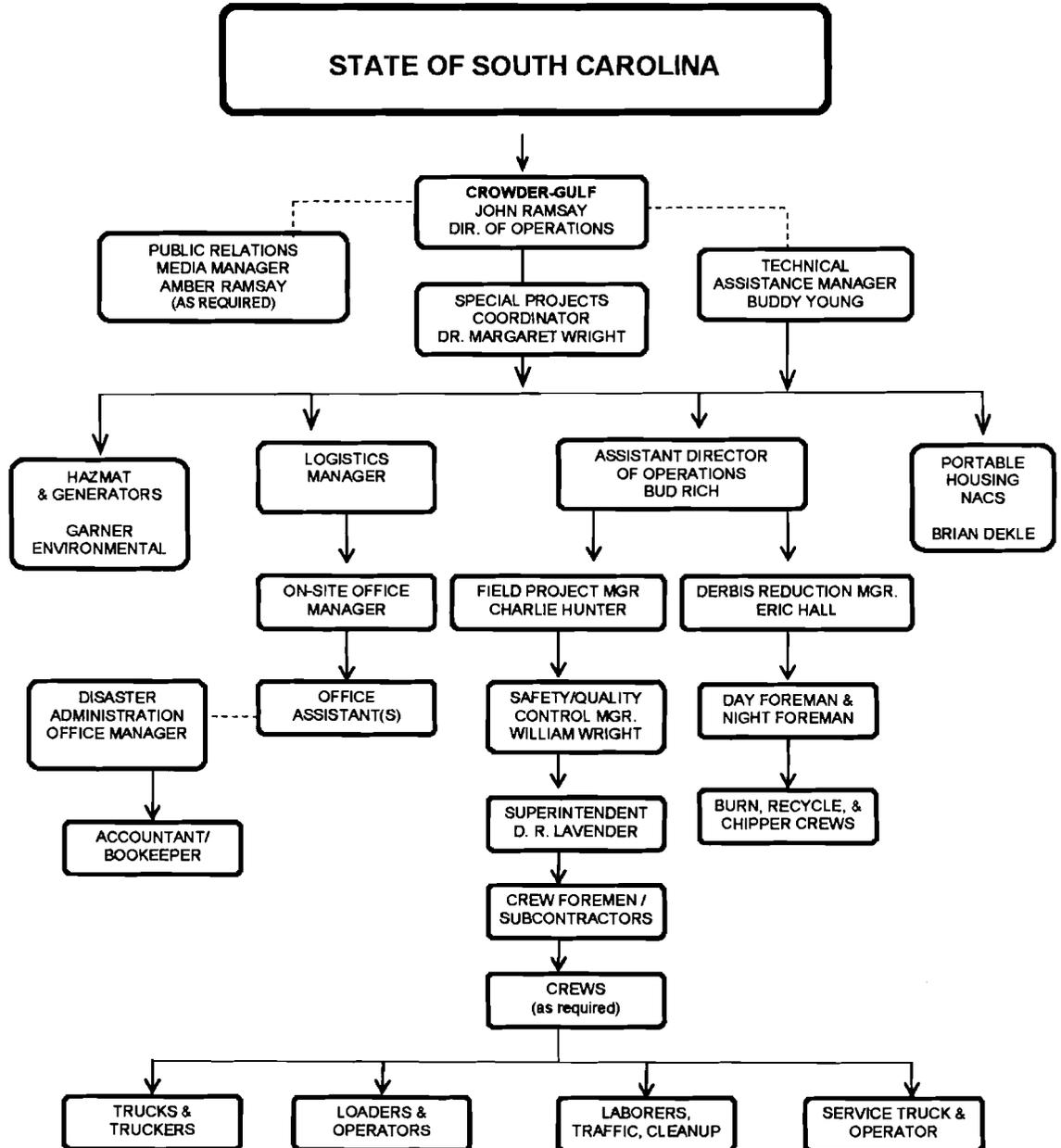
A native resident of Rocky Mount, North Carolina Kelly began her involvement with Crowder-Gulf in 1999 following Hurricane Floyd. She has worked with Crowder-Gulf since then coordinating public relations and customer care, acting as a direct liaison between clients and Crowder-Gulf key personnel. During the off-season she represents the company at various Public Works, Solid Waste, and Hurricane Conferences interfacing with local, state, and federal officials. During the active season she has transitioned into a project manager having acted as a project manager in Hardee County Florida following hurricane Charley and in Rocky Mount, Wilmington, and Robersonville North Carolina following hurricane Isabel. Her varied experience has made her well aware of the needs of our clients and she works closely with them to make sure they are met in a timely and professional manner.

John Campbell - Emergency Management Trainer / Sales / Project Manager

John Campbell has a B.S. degree in Political Science from the University of Southern Miss. and a Masters degree in Logistics Management for the Florida Institute of Technology. After retirement from the Army as a full Colonel with 30 years of service, he served for 6 years as Chief of Operations for Lee County Emergency Management in Fort Myers, Florida. He has direct experience in debris recovery operations from Hurricane Iniki in Hawaii, Hurricanes Charley, Ivan and Wilma that impacted Southwest Florida. He also provided mutual aide to Escambia County Florida following Hurricane Ivan. During his 36 years of public service, he amassed an extensive background in high-level management, disaster response and training. He is qualified to instruct courses on the Incident Command System (ICS) and is a train-the-trainer for the National Incident Command System (NIMS). Mr. Campbell is an accredited Professional Emergency Manager through the Florida Emergency Preparedness Association (FEPA). Upon retiring in 2005 from Lee County, he joined the Crowder-Gulf Team.

KEY PERSONNEL

The Crowder-Gulf Field Organization Chart is provided below to illustrate the positioning of key personnel as well as the overall structure of all our personnel during disaster debris operations.



ADDITIONAL INFORMATION

INSURANCE

Crowder-Gulf maintains all required insurances such as General Liability, Personal Injury, Workers Compensation, Automobile/Equipment Liability, as well as Maritime Insurance. Certificates of Insurance are available upon request.

DRUG FREE WORK PLACE

Crowder-Gulf is a participant in the national drug free program. We have a policy that prohibits drug distribution, possession or use while in employment. This policy applies to all subcontractors and/or consultants that support or assist the company in any work conducted.

Employee training, counseling and/or employee assistance programs bolster our drug free policy. Our certification for participation in a drug free workplace will be provided upon request.

ETHICS

During 2000, Crowder-Gulf adopted a written Code of Business Ethics that applies to all employees with special responsibilities on Foremen, Supervisors and Managers. The ethics program is in four parts: 1) The Ethic Logic; 2) Ethical Standards; 3) Ethics Policy; and 4) Ethics Training. The policy and standards are equally weighted on employees, contractors, subcontractors and consultants. A copy of the Ethics Program and signed acknowledgement forms are available.

PAST PERFORMANCE

The following chart contains a listing of contracted debris management work accomplished by Crowder-Gulf, Crowder Excavation and Gulf Equipment over the past 38 years. These listings reflect debris removal, reduction, recycling and/or disposal, and demolition dating back to Hurricane Frederck in 1979.

DISASTER	\$ VALUE OF PROJECT	PROJECT MANAGER	REFERENCES	PHONE NO.
2005 Hurricanes	<i>Scope of work: Debris Removal, Reduction and Disposal.</i>			
	<i>John Ramsay was the Director for all 2005 Projects</i>			
Wilma Katrina	\$28,000,000 \$ 5,051,000	Jack Boland	▪ City of Fort Lauderdale, Florida Mr. Greg Slagle	(954) 828-5341
Wilma Katrina	\$ 925,000 \$ 210,000	Jack Boland Perry Laspina	▪ City of Wilton Manors, Florida Mr. David Archacki Emergency Management Coordinator	(954) 390-2190
Wilma	\$ 5,818,000	Jack Boland Roland Mulder	▪ Village of Wellington, Florida Mr. Tim Hunt	(561) 798-6378
Wilma Katrina	\$ 8,000,000 \$ 125,000	Jack Boland Walt Nawarra	▪ City of Pompano Beach, Florida Mr. D.C. Maudlin, Public Works Director	(454) 545-7011
Wilma Katrina	\$11,600,000 \$ 730,000	Charlie Hunter	▪ City of Pembroke Pines, Florida Mr. Shawn Denton Assistant Director of Public Services	(954) 437-1116
Wilma Katrina	\$ 370,000 \$ 31,000	Charlie Hunter	▪ City of Aventura, Florida Mr. Robert M. Sherman	(305) 466-8930
Wilma	\$ 3,300,000	James Cooper	▪ City of West Palm Beach, Florida Mr. Ken Reardon, Public Works	(561) 644-7483

PAST PERFORMANCE

DISASTER	\$ VALUE OF PROJECT	PROJECT MANAGER	REFERENCES	PHONE NO.
Wilma Katrina	\$ 3,700,000 \$ 130,000	Eric Hall	<ul style="list-style-type: none"> ▪ City of North Miami, Florida Mark E. Collins, Public Works Director 	(786) 258-3277
Wilma	\$ 525,000	Eric Hall	<ul style="list-style-type: none"> ▪ City of North Miami Beach, Florida Mr. Esmond Scott, Public Works 	(305) 919-3756
Wilma	\$ 546,000	Ricky Jones	<ul style="list-style-type: none"> ▪ City of Sanibel Island, Florida Mr. Gates Castle, Public Works Director 	(239) 472-6397
Wilma - Waterways	\$ 1,336,500	Ricky Jones	<ul style="list-style-type: none"> ▪ Collier County, Florida Ms. Margaret Bishop, PE Senior Project Manager 	(239) 213-5857
Wilma	\$ 273,200	Ricky Jones	<ul style="list-style-type: none"> ▪ City of Naples Airport Authority Mr. Ervin N. Dehn, Jr. Director of Engineering & Planning 	(239) 643-0733
Wilma – Supplied Generators, Vac trucks and operators	\$ 775,000	Ashley Ramsay Rod Harding	<ul style="list-style-type: none"> ▪ Collier County, Florida Mr. George Yilmaz, Director of Wastewater 	(239) 289-9685
Wilma - Waterways	\$ 149,000	Ricky Jones	<ul style="list-style-type: none"> ▪ Lee County, Florida Mr. Allen Davies, County Engineer Project Manager 	(239) 479-8124
Wilma	\$ 6,800,000	Bud Rich Robert Mayo Danny Dunstan	<ul style="list-style-type: none"> ▪ Lee County, Florida Mr. John Wilson, Emergency Management Director Mr. John Campbell, Asst EM Director 	(239) 229-1117 (239) 229-1132
Wilma	\$ 50,000 \$ 480,000	Bud Rich Robert Mayo Danny Dunstan	<ul style="list-style-type: none"> ▪ City of Ft. Myers Beach, Florida Mr. Matt Feeney ▪ City of Ft. Myers, Florida 	(239) 765-0202

PAST PERFORMANCE

DISASTER	\$ VALUE OF PROJECT	PROJECT MANAGER	REFERENCES	PHONE NO.
Rita	\$15,000,000	Don Beauchene	<ul style="list-style-type: none"> ▪ Jefferson County, Texas Mr. John Cascio, Emergency Management Coordinator 	(409) 835-8466
Rita	\$77,000,000	Buddy Young Margaret Wright	<ul style="list-style-type: none"> ▪ Calcasieu Parish, Louisiana Ceres Environmental / Corps of Engineers Mr. David McIntyre, President 	(800) 216-4424
Rita	\$ 93,000	Tommy Smith	<ul style="list-style-type: none"> ▪ City of Dickinson, Texas Mr. Ivan Langford, City Administrator 	(281) 337-2489
Katrina	\$15,000,000	John A. Ramsay	<ul style="list-style-type: none"> ▪ City of Pascagoula, Mississippi Kay Kell, City Manager 	(228) 217-0330
Katrina	\$13,600,000	Lyman Ramsay Raymond McConnell	<ul style="list-style-type: none"> ▪ City of Biloxi, Mississippi Mr. A. J. Holloway, Mayor 	(228) 435-6254
2005 Hurricane Katrina	\$ 9,100,000	Lyman Ramsay Doug Walton	<ul style="list-style-type: none"> ▪ City of Gulfport, Mississippi Mr. Woody Stieffel, Assistant City Engineer 	(228) 868-5818
2005 Hurricanes Katrina Dennis	\$ 3,500,000 \$ 565,000	Lyman Ramsay	<ul style="list-style-type: none"> ▪ Baldwin County, Alabama Leigh Ann Ryals, EMC Director 	(251) 947-1011 (251) 621-3182
2005 Hurricane Dennis	\$ 1,840,000	Doug Walton	<ul style="list-style-type: none"> ▪ Walton County, Florida Mr. Bill Emfield, Director of Purchasing 	(850) 892-8470
2004 Hurricanes	Scope of work: Debris Removal, Reduction and Disposal.			
	John Ramsay was the Director for all 2005 Projects			
Hurricanes Charley, Frances, Ivan and	\$230,000,000	Lyman Ramsay	<ul style="list-style-type: none"> ▪ Baldwin County, Alabama – Leigh Ann Ryals, EMC Director ▪ City of Daphne, Alabama – 	(251) 947-1011 (251) 621-3182

PAST PERFORMANCE

DISASTER	\$ VALUE OF PROJECT	PROJECT MANAGER	REFERENCES	PHONE NO.
Jeanne Hurricanes Charley, Frances, Ivan and Jeanne			Ken Eslava, Public Works Director	(251) 591-3377
			▪ AL Dept of Conservation & Natural Resources – Terry Boyd, Director	(888) 785-4378
			▪ Escambia County, Florida	(334) 868-9851
			Don Beauchene George Tourart, County – County Administrator	(850) 595-4947
			▪ Brevard County, Florida	(850) 554-2774
			Charlie Hunter Robert Lay, EMC Director	(321) 637-6670
			▪ Lee County, Florida	(321) 794-0139
			Bud Rich John Wilson, EMC Director	(239) 229-1117
			John Campbell, Asst. Director	(239) 229-1132
			Doug Walton Bill Imfield, Director of Purchasing	(850) 892-8176
			Ashley Ramsay ▪ Volusia County, Florida	(386) 822-6422
			Charlie Hunter George Recktenwal, Director of Roads and Bridges	(386) 986-2332
▪ City of Palm Coast, Florida	(386) 424-2476			
Bill Gilley, Public Works Director				
▪ City of Edgewater, Florida				
Mike Tenney / Brenda Johnson, Deputy Director of Environmental Services				
Buddy Young ▪ Polk County, Florida	(863) 534-7631			
Lance Davis, Roadway Maintenance Superintendent	(
Margaret Wright ▪ Hardee County, Florida	863) 773-3199			
Janice Williams, Solid Waste				

PAST PERFORMANCE

DISASTER	\$ VALUE OF PROJECT	PROJECT MANAGER	REFERENCES	PHONE NO.
		Eric Hall D.J. Ladner	<ul style="list-style-type: none"> ▪ City of Orlando, Florida David Metzker, Public Works Director ▪ Orange County, Florida William P. Baxter, Public Works Director 	(407) 246-3573 (407) 836-7979
2003 – Hurricane Isabel	\$23,000,000	John Ramsay - Director Joe Bray Brian Dekle Hugh Holton Willie Wright	<ul style="list-style-type: none"> Virginia Peninsulas Public Service Authority; Cities of Newport News & Poquoson; Counties of James City & York ▪ VPPSA - Stephen B. Geissler, P. E., Executive Director ▪ Ralph Caldwell, Street Maint. Administrator, City of Newport News ▪ Jeff Blime!, City Engineer, City of Poquoson ▪ John Home, Public Works Director, James City ▪ Frank Hedgepeth, Public Works Dir., York County 	(757) 259-9850 (757) 592-7336 (757) 868-3205 (757) 564-2153 (757) 890-3780
2003 – Hurricane Isabel	\$28,000,000	John Ramsay - Director D. J. Ladner Bud Rich Charlie Hunter	<ul style="list-style-type: none"> Southeastern Public Service Authority; Cities of Norfolk, Suffolk, & Virginia Beach; Southampton Co. ▪ Steve Coomer, Purchasing Administrator, SPSA ▪ Jim Checkovich, Streets Engineer, City of Norfolk ▪ Wesley King, Public Works Dir, City of Suffolk ▪ Dan Kiley, Public Works Dir. City of Virginia Beach ▪ Waverly Coggsdale, Public Works Director, Southampton County 	(757) 420-4700 (757) 823-4050 (757) 641-8917 (757) 563-1470 (757) 653-2100
2003 – Hurricane Isabel	\$6,000,000	John Ramsay - Director Eric Hall	<ul style="list-style-type: none"> Dare County, Cape Hatteras, Town of Williamston, NC ▪ Edward Lee Mann, Public Works Director, Dare County ▪ Ms. Norma Mills, County Attorney, Dare County 	(252) 475-5888 (252) 473-0134 (252) 475-5803

PAST PERFORMANCE

DISASTER	\$ VALUE OF PROJECT	PROJECT MANAGER	REFERENCES	PHONE NO.
		Kelly Pridgen	<ul style="list-style-type: none"> ▪ Douglas S. Roberson, Jr., Dir. Of Public Works City of Rocky Mount ▪ Brent Kanipe, Planning Department 	(252) 972-1299 (252) 792-5142
2003 – Ice Storm Winston-Salem, NC	\$1,000,000	John Ramsay Bud Rich	<ul style="list-style-type: none"> ▪ Gregory M. Turner, Assistant City Manager Public Works City of Winston-Salem 	(336) 727-2545
2002 – Ice Storm Kansas City, KS	\$1,700,000	John Ramsay Bud Rich	<ul style="list-style-type: none"> ▪ Bill Blackwell, Deputy City Engineer ▪ Michael Tobin, Deputy Dir. of Public Works, Public Works Dept., Unified Government of Wyandotte County & Kansas City, KS 	(913) 573-5700
2001 – Floods SW Virginia	\$1,000,000	John Ramsay Johnnie Gilmer	<ul style="list-style-type: none"> ▪ Ronnie Lane, Virginia Department of Transportation 	(540) 386-9414
2001 – Tropical Storm Allison Houston, TX	\$1,200,000	John Ramsay J. A. Ramsay John Shook	<ul style="list-style-type: none"> ▪ Dan Gutierrez, Deputy Director of Solid Waste, City of Houston ▪ Robert Swan, Sr. Debris Management Consultant, Dewberry & Davis 	(713) 837-9214 (407) 249-3020
1999 - Hurricane Floyd	\$10,000,000	John Ramsay Bud Rich	<ul style="list-style-type: none"> ▪ Deborah Boyette, Asst. Director Public Services/Administration, City of Wilson ▪ Douglas S. Roberson, Jr., Dir. Of Public Works City of Rocky Mount <p>William W. Hill, Health Director, Nash City Wilson, Nash, Richmond, & Edgecombe Counties,</p> <ul style="list-style-type: none"> ▪ Cities of Wilson, Rocky Mount, Rockingham, and Princeville, NC 	(252) 399-2461 (252) 972-1299 (252) 459-9823
1999 - Floods on the Guadalupe & Comal Rivers, TX	\$870, 000	J. A. Ramsay Dickie Ladner	<ul style="list-style-type: none"> ▪ Mr. Gerald Kraafta, Contracting Officer Tech USDA, NRCA ▪ Mr. C.A. Bolner, City Engr. New Braunfels, TX ▪ Mr. J.E. Shelton, NRCS Officer, St of TX 	(830) 780-5046 (830) 660-1830

PAST PERFORMANCE

DISASTER	\$ VALUE OF PROJECT	PROJECT MANAGER	REFERENCES	PHONE NO.
				(254) 742-9967
1998 - Hurricane Georges Harrison County, MS	\$3,600,000	John Ramsay Dickie Ladner	<ul style="list-style-type: none"> ▪ Larry Benefield, President County Comm. Harrison County, MS 	(228) 831-3361
1996 - Hurricane Fran City of Wilson, NC	\$1,600,000	John Ramsay Bud Rich	<ul style="list-style-type: none"> ▪ Mr. Charles Pitman, III, Deputy City Mgr./ Oper. & Public Services ▪ Mr. Ronnie Dew, Supervisor Public Works Ms. Deborah Boyette, Asst. Dir. of Public Works 	(252) 399-2461 (252) 399-2483 (252) 399-2464
1996 - Hurricane Fran Wilson, NC	\$3,800,000	John Ramsay Bud Rich	<ul style="list-style-type: none"> ▪ Mr. Steve Clayton, Solid Waste Director 	(252) 399-2423
1996 - Hurricane Fran USACOE Wilmington District	\$2,400,000	John Ramsay Bud Rich	<ul style="list-style-type: none"> ▪ Mrs. Annie Lee Sidberry, Contract Administrator ▪ Mr. Don Tutor, Corps of Engineers, Memphis, TN 	(252) 251-4864 (901) 544-3856
1995 - Hurricane Opal Panama City, FL	\$2,000,000	Ashley Ramsay Bud Rich	<ul style="list-style-type: none"> ▪ Mr. Joe Villadsen, Public Works Director ▪ Mr. Ken Hammonds, City Manager 	(850) 872-3171 (850) 872-3010
1995 - Hurricane Opal Bay County, FL	\$1,300,000	John Ramsay Bud Rich	<ul style="list-style-type: none"> ▪ Ms. Pam Daniels, CDM Egrnr. & Construction, Inc ▪ Mr. Jim Moody, Florida Asphalt & Paving ▪ Mr. Skip Cook, Camp Dresser & McGee 	(850) 785-3822 (850) 785-6139 (850) 386-5277
1995 - Hurricane Opal	\$400,000	John Ramsay	<ul style="list-style-type: none"> ▪ Mr. Robert Baker ▪ Mr. Ricky Horst 	(904) 436-5693

PAST PERFORMANCE

DISASTER	\$ VALUE OF PROJECT	PROJECT MANAGER	REFERENCES	PHONE NO.
Lynn Haven, FL		Bud Rich		(904) 265-2121
1995 - Hurricane Erin Pensacola, FL	\$600,000	John Ramsay Bud Rich	<ul style="list-style-type: none"> ▪ Mr. C. B. Roberts ▪ Mr. Jerry Moore, Escambia Utility Authority 	(904) 436-5693 (904) 944-0015
1995 - Ice Storm Germantown, TN	\$4,500,000	John Ramsay Bud Rich	<ul style="list-style-type: none"> ▪ Mr. Bo Mills, Environmental Services 	(901) 757-7387
1994 - Ice storm Memphis, TN	\$3,200,000	John Ramsay Bud Rich	<ul style="list-style-type: none"> ▪ Mr. Paul Patterson, Solid Waste Management Admin., Division of Public Works ▪ Mr. Eddie Yawn, Division of Public Works 	(901) 576-6851 (901) 576-6851
1993 - Hurricane Andrew Leon Co. Solid Waste Travares, FL	Hourly Contract	Jimmie Crowder	<ul style="list-style-type: none"> ▪ Mr. Jud Curtis 	(904) 488-8003
1993 - Hurricane Andrew Ft. Lauderdale, FL	\$2,000,000	Jimmie Crowder	<ul style="list-style-type: none"> ▪ Ms. Sally Galias 	(305) 357-6065
1993 - Hurricane Andrew Corps of Engineers Jacksonville, FL	\$1,200,000	Jimmie Crowder	<ul style="list-style-type: none"> ▪ Ms. Claudia Hundley 	P. O. Box 4790 Jacksonville, FL
1993 - Hurricane Andrew	\$1,000,000	Jimmie Crowder	<ul style="list-style-type: none"> ▪ Mr. Ed Penton 	(601) 497-2938

PAST PERFORMANCE

DISASTER	\$ VALUE OF PROJECT	PROJECT MANAGER	REFERENCES	PHONE NO.
Jackson County, MS				
1992 - Hurricane Andrew Corps of Engineers Jacksonville, FL	\$1,300,000	Jimmie Crowder	▪ Mr. Harley R. Hartley	P. O. Box 4790 Jacksonville, FL
1992 - Hurricane Andrew Sunbelt Landscaping Medley, FL	\$1,000,000	Jimmie Crowder	▪ Mr. Randy Perkins	7725 NW 72 nd Ave., Jacksonville, FL
1992 - Hurricane Andrew Homestead, FL	\$1,300,000	John Ramsay	▪ Mr. Esteban Solar ▪ Mr. Joe Solar, Resol Engineer & Construction	(305) 262-9898 (305) 262-9898
1992 - Hurricane Andrew Key Biscayne, FL	\$1,800,000	John Ramsay	▪ Mr. Esteban Solar ▪ Mr. Joe Solar, Resol Engineer & Construction	(305) 262-9898 (305) 262-9898
1992 - Hurricane Andrew	\$1,500,000	John Ramsay	▪ Mr. Esteban Solar ▪ Mr. Joe Solar, Resol Engineer & Construction Dade County, various counties & State Parks	(305) 262-9898 (305) 262-9898
1991 - Ice Storm Gardens & Zoo	\$1,900,000	John Ramsay	▪ City of Birmingham, Birmingham Botanical Gardens Mountainbrook, AL	(205) 254-2401
1990 - Hurricane Hugo	\$5,200,000	John Ramsay	South Carolina DOT; Counties of Kershaw, Lancaster, & Manning; Cities of Florence, Manning & Charleston ▪ Mr. Jackie Spears, Kershaw County ▪ Ms. Frances Cantwell, Former County Attorney Charleston, SC	(803) 425-7192 (843) 722-4064

PAST PERFORMANCE

DISASTER	\$ VALUE OF PROJECT	PROJECT MANAGER	REFERENCES	PHONE NO.
			<ul style="list-style-type: none"> ▪ Mr. Steve Livingston, Charleston Cty Public Works ▪ Mr. Larry Drolet, Charleston Cty Public Works 	(843) 727-6884 (843) 727-6875
1983 - Hurricane Alicia Houston, TX	\$4,300,000	John Ramsay	<ul style="list-style-type: none"> ▪ Mr. Don Bernard ▪ Mr. Daniel Black 	713) 641-5111
1979 – Hurricane Frederick	\$21,000,000	John Ramsay	<ul style="list-style-type: none"> ▪ Mr. Bill Campbell, Contracting Officer, USACOE 	

DISASTER PROJECT REFERENCES

1. **Project Title:** FEMA-1609-DR 2005 Hurricane Wilma
FEMA-1602-DR 2005 Hurricane Katrina
FEMA-1546-DR 2004 Hurricane Frances
Client: City of Ft. Lauderdale, Florida
Contact: Greg Slagle, Public Works Department (954)828-5341
Period: Wilma 10/05 – 3/06; Katrina 8/05 – 10/05; Frances 9/04 – 12/04
Project: Manage, survey, collect, reduction and disposal of debris
2. **Project Title:** FEMA-1609-DR 2005 Hurricane Wilma
FEMA-1602-DR 2005 Hurricane Katrina
FEMA-1546-DR 2004 Hurricane Frances
Client: City of Wilton Manors, Florida
Contact: David J. Archacki, Emergency Management Coordinator (954)390-2190
Period: Wilma 10/05 – 12/05; Katrina 8/05 – 9/05; Frances 9/04 – 11/04
Project: Manage, survey, collect, reduction and disposal of debris
3. **Project Title:** FEMA-1609-DR 2005 Hurricane Wilma
FEMA-1602-DR 2005 Hurricane Katrina
Client: City of Pembroke Pines, Florida
Contact: Shawn Denton, Director of Public Services (954) 538-3644
Period: Wilma 10/05 – 2/06; Katrina 8/05 – 10/05
Project: Manage, survey, collect, reduction and disposal of debris
4. **Project Title:** FEMA-1609-DR 2005 Hurricane Wilma
FEMA-1545-DR 2004 Hurricane Frances
Client: Village of Wellington, Florida
Contact: Tim Hunt, (561)798-6378
Period: Wilma 10/05 - 1/06; Frances 9/04 – 12/04
Project: Manage, survey, collect, reduction and disposal of debris
5. **Project Title:** FEMA-1609-DR 2005 Hurricane Wilma
Client: City of West Palm Beach, Florida
Contact: Ken Reardon, Public Works (561) 644-7483
Period: 10/05 – 12/05
Project: Manage, survey, collect, reduction and disposal of debris
6. **Project Title:** FEMA-1609-DR 2005 Hurricane Wilma
FEMA-1602 DR 2005 Hurricane Katrina
Client: City of North Miami, Florida
Contact: Mark E. Collins, Public Works Director, (305)893-6511 ext. 2211
Period: Wilma 10/05 – 2/06; Katrina 8/05 – 10/05
Project: Manage, survey, collect, reduction and disposal of debris
7. **Project Title:** FEMA-1609-DR 2005 Hurricane Wilma
Client: City of North Miami Beach, Florida
Contact: Esmond Scott, Public Works, (305)336-9006
Period: 10/05 -11/05
Project: Manage, survey, collect, reduction and disposal of debris

DISASTER PROJECT REFERENCES

8. **Project Title:** FEMA-1609-DR 2005 Hurricane Wilma
 FEMA-1602-DR 2005 Hurricane Katrina
 FEMA-1545-DR 2004 Hurricane Frances
Client: City of Pompano Beach, Florida
Contact: D.C. Maudlin, Jr., Public Works Director, (954)786-4106
Period: Wilma 10/05 – 1/06; Katrina 8/05 – 9/05; Frances 9/04 – 11/04
Project: Manage, survey, collect, reduction and disposal of debris
9. **Project Title:** FEMA-1609-DR 2005 Hurricane Wilma
 FEMA-1602-DR 2005 Hurricane Katrina
Client: City of Aventura, Florida
Contract: Robert M. Sherman, Director of Community Services
 (305)466-8930
Period: Wilma 10/05 – 11/05; Katrina 8/05 – 9/05
Project: Manage, survey, collect, reduction and disposal of debris
10. **Project Title:** FEMA-1609-DR 2005 Hurricane Wilma
 FEMA-1561-DR Hurricane Jeanne
 FEMA-1539-DR 2004 Hurricane Charley
Client: Lee County, Florida
Contact: John Wilson, Emergency Management Director
 (239) 229-1117 / (239) 334-5400
 Lindsey Sampson, Solid Waste, (239) 338-3302
Period: Wilma 10/05 – 12/05; Jeanne / Charley 8/04 – 2/05
Project: Manage, survey, collect, reduction and disposal of debris
11. **Project Title:** FEMA-1609-DR 2005 Hurricane Wilma
 FEMA-1539-DR 2004 Hurricane Charley
Client: City of Sanibel Island, Florida
Contact: Gates Castle, Public Work Director (239) 472-6397
Period: Wilma 10/05 – 12/05; Charley 8/04 – 11/04
Project: Manage, survey, collect, reduction and disposal of debris
12. **Project Title:** FEMA-1606-DR Hurricane Rita
Client: Jefferson County, Texas
Contact: John Cascio, Emergency Management Coord (409)722-4371
Period: 10/05 – 2/06
Project: Manage, survey, collect, reduction and disposal of debris
13. **Project Title:** FEMA-1604-DR 2005 Hurricane Katrina
 FEMA-1594-DR 2005 Hurricane Dennis
 FEMA-1550-DR 2004 Hurricane Ivan
Client: City of Pascagoula, Mississippi
Contact: Kaye Kell, City Manager (228)217-0330
Period: Katrina 8/05 to present; Dennis 7/05 – 8/05; Ivan 9/04 – 10/04
Project: Manage, survey, collect, reduction and disposal of debris
14. **Project Title:** FEMA-1604-DR 2005 Hurricane Katrina
Client: City of Biloxi, Mississippi
Contact: A. J. Holloway, Mayor (228)435-6254
Period: 9/05 to present
Project: Manage, survey, collect, reduction and disposal of debris

DISASTER PROJECT REFERENCES

15. **Project Title:** FEMA-1605-DR 2005 Hurricane Katrina
 FEMA-1593-DR 2005 Hurricane Denise
 FEMA-1549-DR 2004 Hurricane Ivan
Client: Baldwin County, Alabama
Contact: Lee Ann Ryals, Director of Baldwin County EMO (251)947-1011
 Tom Grainger, Baldwin County Engineer (251)455-5141
Period: Katrina 9/05 – 12/05; Dennis 7/05 – 8/05; Ivan 9/04 – 2/05
Project: Manage, survey, collect, reduction and disposal of debris
16. **Project Title:** FEMA-1605-DR 2005 Hurricane Katrina
 FEMA-1549-DR 2004 Hurricane Ivan
Client: City of Daphne, Alabama
Contact: Ken Eslava, Public Works Director (251)591-3377
Period: Katrina 9/05 – 12/05; Ivan 9/04 – 1/05
Project: Manage, survey, collect, reduction and disposal of debris in City and Parks
17. **Project Title:** FEMA-1605-DR 2005 Hurricane Katrina
 FEMA-1549-DR 2004 Hurricane Ivan
Client: City of Gulf Shores, Alabama
Contact: Chuck Hamilton, Gulf Shore Public Works Director (251) 968-1155
Period: Katrina 9/05 – 10/05; Ivan 9/04 – 11/04
Project: Manage, collect, reduction and disposal of debris, beach cleaning, debris removal from Gulf Waters and surrounding water bodies
18. **Project Title:** FEMA-1605-DR 2005 Hurricane Katrina
 FEMA-1549-DR 2004 Hurricane Ivan
Client: State of Alabama Department of Conservation and Natural Resources
Contact: Terry Boyd, DCNR Director (334) 850-5060 / (334) 868-9851
 Chuck Hamilton, Gulf Shore Public Works Director (251)968-1155
 Matt Bell, Engineer, Volkert & Associates (251) 968-7551
 Mitch Kidd, Engineer, Volkert & Associates (251) 968-7551
Period: Katrina 9/05 – 3/06; Ivan 6/05 – 5/06
Project: Debris removal, disposal and beach cleaning - Gulf of Mexico, Alabama State Park, Little Lagoon, Weeks Bay, Magnolia River and Dauphin Island
19. **Project Title:** FEMA-1545-DR 2004 Hurricane Frances
 FEMA-1539-DR 2004 Hurricane Charley
Client: Orange County, Florida
Contact: William P. Baxter, Public Works Director (407) 836-7979
 Deodut Budhu, Manager Roads & Drainage (407) 836-7919
Period: Frances 9/04 – 4/05; Charley 8/04 – 9/04
Project: Manage, survey, collect, reduction and disposal of debris
20. **Project Title:** FEMA-1539-DR 2004 Hurricane Charley
Client: City of Orlando, Florida
Contact: David Metzker, Public Works Director (407) 246-3573
 Mike Carroll, Solid Waste Bureau Chief (407) 538-8916
Period: 8/04 – 2/05
Project: Manage, survey, collect, reduction and disposal of debris

DISASTER PROJECT REFERENCES

21. **Project Title:** FEMA-1545-DR 2004 Hurricane Frances
Client: Brevard County, Florida
Contact: Uri Rodriguez, Solid Waste Department Manager (321) 633-2042
 Roger Turnbull, Solid Waste Operations Manager (321) 633-1888
Period: 9/04 – 2/05
Project: Manage, survey, collect, reduction and disposal of debris
22. **Project Title:** FEMA-1539-DR 2004 Hurricane Charley
Client: Polk County, Florida
Contact: Lance Davis, Roadway Maintenance Superintendent (863) 534-7631
Period: 8/04 – 3/05
Project: Manage, survey, collect, reduction and disposal of debris
23. **Project Title:** FEMA-1539-DR 2004 Hurricane Charley
Client: City of Sanibel Island, Florida
Contact: Gates Castle, Public Work Director (239) 472-6397
Period: 8/04 – 2/05
Project: Manage, survey, collect, reduction and disposal of debris
24. **Project Title:** FEMA-1539-DR 2004 Hurricane Charley
Client: Hardee County, Florida
Contact: Janice Williams, Solid Waste (863) 773-3199
Period: 8/04 – 2/05
Project: Manage, survey, collect, reduction and disposal of debris
25. **Project Title:** FEMA-1602-DR 2005 Hurricane Katrina
 FEMA-1595-DR 2005 Hurricane Dennis
 FEMA-1551-DR 2004 Hurricane Ivan
Client: Walton County, Florida
Contact: Bill Emfield, Director of Purchasing (850) 892-8470
Period: Katrina 9/05 – 12/05; Dennis 7/05 – 8/05;; Ivan 9/04 – 1/05
Project: Manage, survey, collect, reduction and disposal of debris
26. **Project Title:** FEMA-1595-DR 2005 Hurricane Dennis
 FEMA-1551-DR 2004 Hurricane Ivan
Client: Escambia County, Florida
Contact: George Touart, County Administrator (850) 595-4947
Period: Dennis 7/05 – 11/05; Ivan 9/04 – 6/05
Project: Manage, survey, collect, reduction and disposal of debris
27. **Project Title:** FEMA-1491-DR-VA, 2003 Hurricane Isabel
Client: Virginia Peninsulas Public Service Authority
Contact: Stephen B. Geissler, P. E., Executive Director (757) 259-9850
Period: 9/03 – 4/04
Project: Manage, survey, collect, reduce and dispose of approximately 1.9 million CY of debris
Entities: City of Newport News, James City County, City of Poquoson, York County
28. **Project Title:** FEMA-1491-DR-VA, 2003 Hurricane Isabel
Client: Southeastern Public Service Authority
Contact: Steve Coomer, CPPB, Purchasing Administrator (757) 420-4700
Period: 9/03 – 4/04
Project: Manage, survey, collect, reduce and dispose of approximately 2.25 million CY of debris
Entities: City of Norfolk, Isle of Wight City, City of Suffolk, Southampton City, City of Virginia Beach

DISASTER PROJECT REFERENCES

29. **Project Title:** FEMA-1457-DR-NC, 2003 Ice Storm Debris Removal
Client: City of Winston-Salem, North Carolina
Public Works Department
Contact: Gregory M. Turner, Assistant City Mgr. Public Works (336) 727-2545
 Rebecca McBride, Director of Sanitation, (336) 727-2638, (336) 748-3080
Period: 4/03 – 5/03
Project: Manage, survey, and collect vegetative debris
30. **Project Title:** FEMA-1403-DR-MO, 2002 Ice Storm Debris Removal and Reduction
Client: City of Lee's Summit Missouri
Public Works Department
Contact: Robert Hartnet, Deputy Director of Public Works - (816) 969-7323
 Russell Pankey, Procurement Manager (816) 969-7466
Period: 2/02 – 4/02
Project: Manage, survey, collect and reduce vegetative debris
31. **Project Title:** FEMA-1402-DR-KS, 2002 Ice Storm Debris Removal and Reduction
Client: Unified Government of Wyandotte City & Kansas City Kansas
Public Works Department
Contact: Bill Blackwell, Deputy City Engineer - (913) 573-5700; (816) 835-4486 Cell
 George Sooter, Right of Way Manager – (913) 573-5700
Period: 2/02 – 4/02
Project: Manage, survey, collect and reduce vegetative debris

Note: All of the above were federally reimbursable projects and were completed without dispute.

Training References

Crowder-Gulf, has conducted training seminars for several of our clients in Florida. The seminars, which were attended by members of various departments of the local governments, covered debris operations and procedures, data tracking, accounting, and Public Assistance funding and concerns. References for these training seminar's are as follows:

Brevard County

Jerry Rodriguez, Solid Waste Director, (321) 633-2042
 Lisa Tolon, Assistant Solid Waste Director, (321) 633-7112
 2725 Judge Fran Jamieson Way, Building "C"
 Viera, FL 32940

City of Destin

Charles L. Meister, City Engineer, (850) 837-4242
 Tim Shockley, Public Works Director, (850) 837-4242
 4200 Two Trees Road
 Destin, Florida 32541

City of Fort Lauderdale

Greg Slagle, Director – Sanitation Division, (954) 828-5311
 949 N.W. 38th Street
 Ft. Lauderdale, FL 33309

City of Tallahassee

Marty Bishop, EMC, (850) 933-0778
 Cathy Kirkpatrick, Manager – Procurement Services, (850)
 891-8130
 300 South Adams Street
 Tallahassee, Florida 32301-1731

City of Panama City

Ken Hammons, City Manager, (850) 872-3010
 Joseph E. Villadsen, Public Works Director, (850) 872-3170
 P.O. Box 1880
 Panama City, Florida 32402

Lee County

Cindy Logan, Contract Management Supervisor, (941) 335-2183
 David Saniter, Lee County Emergency Management, (941)
 477-3600
 1500 Monroe Street, 4th Floor
 Fort Myers, Florida 33901

Leon County

Keith Roberts, Purchasing Director
 Judd Curtis, Solid Waste Director, (850) 488-1505
 Purchasing Division
 2284 Miccosukee Road
 Tallahassee, Florida 32308

CROWDER-GULF PRIMARY POINTS of CONTACT



Crowder-Gulf Joint Venture, Inc.
Disaster Administration Office
Ashley Ramsay
5435 Business Parkway
Theodore, Alabama 36582
Phone: 800-992-6207
Fax: 251-459-7433
aramsay@crowdergulf.com
www.crowdergulf.com

TOLL FREE DISASTER RESPONSE NUMBER

24 Hours / 7 Days

800-992-6207

VIRGINIA POINT OF CONTACT

Primary Contact
John Ramsay, President
5535 Business Parkway
Theodore, Alabama 36582
(800) 992-6207 office
(251) 439-7433 fax
(251) 402-3677 cell
jramsay@crowdergulf.com

Alternate Contact
Buddy Young
5535 Business Parkway
Theodore, Alabama 36582
(800) 992-6207 office
(251) 439-7433 fax
(940) 597-4252 cell
rlyoung44@aol.com

CROWDER-GULF
Virginia Department of Emergency Management
Emergency Standby Services

DEBRIS REMOVAL, PROCESSING AND DISPOSAL

ITEM	DESCRIPTION OF SERVICE	COST	UNIT
1	Mobilization and Demobilization (Lump Sum)	0.00	Lump Sum
2	Vegetative and C&D Debris Removal from Public Property (Right-of-Way) and Hauling to Temporary Debris Storage and Reduction Site (TDSRS) or other disposal sites (NOTE 1 & 6)	\$9.00 to \$13.00	CY See Note 9
3	Vegetative and C&D Debris Removal from Private Property (Right-of-Entry Program) and Publicly Owner Property (other than Right-of-Way) and hauled to TDSRS or other disposal sites (NOTE 1 & 6)	\$9.00 to \$13.00	CY See Note 9
4	Vegetative and C&D Debris Removal from Public Property (Right-of-Way) and Hauling Directly to Final Disposal Site (NOTES 1, 3 & 6)	\$10.00 to \$15.00	CY See Note 9
5	Vegetative and C&D Debris Removal from Temporary Debris Storage and Reduction Site (TDSRS) and Hauling to Final Disposal Site (NOTES 2, 3 & 6)	\$5.00 to \$7.00	CY See Note 9
6	Management of TDSRS (NOTE 4)	\$2.20 to \$3.00	CY See Note 9
7	Processing (Grinding/Chipping) of Vegetative Debris at TDSRS or Final Disposal	\$3.50 to \$4.50	CY See Note 9
8	Grinding or consolidation of C&D debris at TDSRS	\$3.50 to \$4.50	CY See Note 9
9	Processing (Open Burning) of Vegetative Debris at TDSRS or Final Disposal	\$1.00 to \$1.50	CY See Note 9
10	Processing Burning of Vegetative debris using air curtain incinerators at TDSRS or final disposal	\$2.25 to \$2.75	CY See Note 9
11	Pick Up and Haul of White Goods to Site within County	\$40.00	UNIT
12	Pick Up and Disposal of Hazardous Material	\$5.00 to \$10.00	LB See Note 9
13	Freon Management and Recycling	\$40.00	UNIT
14	Dead Animal Collection, Transportation and Disposal	\$1.00	LB
Removal of hazardous stumps resulting from trees growing on the right of way and Hauling to Final Disposal Site - (NOTE 6)			
15	6 inch diameter to 11.99 inch diameter	\$100.00	STUMP
16	12 inch diameter to 23.99 inch diameter	\$250.00	STUMP
17	24 inch diameter to 47.99 inch diameter	\$400.00	STUMP
18	48 inch diameter and greater	\$600.00	STUMP
Debris from leaners and hangers will be piled on right of ways and will be hauled and disposed of under items 2 - 9			
19	Removal of hazardous hanging limbs greater than 2 inches	\$100.00 to	PER TREE See Note 9
20	Removal of hazardous standing trees 6" - 12" in diameter	\$90.00 to	EACH See Note 9
21	Removal of hazardous standing trees 13" - 24" in diameter	\$120.00 to	EACH See Note 9
22	Removal of hazardous standing trees 25" - 36" in diameter	\$200.00 to	EACH See Note 9
23	Removal of hazardous standing trees 37" - 48" in diameter	\$400.00 to	EACH See Note 9

CROWDER-GULF
Virginia Department of Emergency Management
Emergency Standby Services

24	Removal of hazardous standing trees greater than 48" in diameter	\$600.00 to	EACH See Note 9
Marine Debris Removal			
25	Canals, bayous and ditches	See Other Disaster Related Services	PER LF
26	Bays and other open waters	See Other Disaster Related Services	PER ACRE
27	Boat removal	See Other Disaster Related Services	PER LF
The following items shall be billed on a time and material basis according to the attached schedules:			
28	Emergency Road Clearance	Hourly Rates	N/A
29	Demolition of Structures (Debris will be hauled and disposed of under items 2-9)	\$2.50 to \$4.00	SQ/FT See Note 9
30	Disaster event Generated Hazardous Wastes Abatement; Biohazardous Wastes Abatement	TBD	N/A
31	Generators, light plants, water pumps, portable toilets and other required equipment or materials	20%	COST PLUS

NOTES:

1. This price assumes that TDSRS's, final disposal site or other approved disposal sites are within 10 miles. For all distances over 10 miles add \$0.09 per cubic yard per mile.
2. This price assumes final disposal is within 30 miles of TDSRS. For all distances over 30 miles add \$0.09 per cubic yard per mile.
3. The Contractor will pay tipping fee at final disposal site(s) and back charge Client at cost.
4. Includes management of site remediation.
5. All stumps placed on the right of way by citizens will be converted to cubic yards per the attached FEMA Stump Conversion Chart and charged as regular debris under items 2 – 7.
6. Invoices to be based on incoming load tickets.
7. Invoices to be based on outgoing load tickets.
8. For a multi-year contract, the above prices would be adjusted up or down on the anniversary date of the contract according a percentage equal to the percent change in the Consumer Price Index as published by the U. S. Department of Labor, Bureau of Labor Statistics.
9. Variance in pricing will be negotiated based upon population, road conditions and/or severity of the storm.
10. All work done based on cubic yard pricing is all inclusive of all fuel, maintenance and support personnel.

CROWDER-GULF
Virginia Department of Emergency Management
Emergency Standby Services

Stump Conversion Table
Diameter to Volume Capacity

The qualification of the cubic yards of debris for each size of stump is the following table was derived from FEMA field studies conducted throughout the State of Florida during the debris removal operations following Hurricane Charley, Frances, Ivan and Jeanne. The following formula is used to derive cubic yards.

$$\frac{[(\text{Stump Diameter}^2 \times 0.7854) \times \text{Stump Length}] + [(\text{Root ball Diameter}^2 \times 0.7854) \times \text{Root Ball Height}]}{46656}$$

0.7854 is one-fourth Pi and is a constant.

46656 is used to convert inches to Cubic Yards and is a constant.

The formula used to calculate the cubic yardage used the following factors, based upon findings in the field:

- Stump diameter measured two feet up from ground
- Stump diameter to root ball diameter ratio of 1:3:6
- Root ball height of 31"

Stump Diameter (inches)	Cubic Yards
6	0.3
7	0.4
8	0.5
9	0.6
10	0.7
11	0.9
12	1
13	1.2
14	1.4
15	1.6
16	1.8
17	2.1
18	2.3
19	2.6
20	2.9
21	3.2
22	3.5
23	3.8
24	4.1
25	4.5
26	4.8
27	5.2
28	5.6
29	6
30	6.5
31	6.9
32	7.3
33	7.8
34	8.3
35	8.8
36	9.3
37	9.8
38	10.3
39	1.9
40	11.5
41	12
42	12.6
43	13.3
44	13.9
45	14.5
46	15.2

Stump Diameter (inches)	Cubic Yards
47	15.8
48	16.5
49	17.2
50	17.9
51	18.6
52	19.4
53	20.1
54	20.9
55	21.7
56	22.5
57	23.3
58	24.1
59	24.9
60	25.8
61	26.7
62	27.6
63	28.4
64	29.4
65	30.3
66	31.2
67	32.2
68	33.1
69	34.1
70	35.1
71	36.1
72	37.2
73	38.2
74	39.2
75	40.3
76	41.4
77	42.5
78	43.6
79	44.7
80	45.9
81	47
82	48.2
83	49.4
84	50.6

CROWDER-GULF
Virginia Department of Emergency Management
Emergency Standby Services

Hourly Equipment Rate Description	Unit	Unit Price
JD 544 Wheel Loader with debris grapple	Hour	\$120
JD 644 Wheel-Loader with debris grapple	Hour	\$130
Extendaboom Forklift with debris grapple	Hour	\$95
753 Bobcat Skid Steer Loader with debris grapple	Hour	\$75
753 Bobcat Skid Steer Loader with bucket	Hour	\$75
753 Bobcat Skid Steer Loader with street sweeper	Hour	\$75
30 - 50 HP Farm Tractor with box blade or rake	Hour	\$60
2 - 2 1/2 cu. yd. Articulated Loader with bucket	Hour	\$130
3 - 4 cu. yd. Articulated Loader with bucket	Hour	\$150
JD 648E Log Skidder, or equivalent	Hour	\$120
CAT D4 Dozer	Hour	\$80
CAT D6 Dozer	Hour	\$150
CAT D8 Dozer	Hour	\$170
CAT125 - 140 HP Motor Grader	Hour	\$120
JD 690 Trackhoe with debris grapple	Hour	\$130
JD 690 Trackhoe with bucket & thumb	Hour	\$125
Rubber Tired Trackhoe with debris grapple	Hour	\$125
JD 310 Rubber Tire Backhoe with bucket and hoe	Hour	\$65
Rubber Tired Excavator with debris grapple	Hour	\$130
210 Prentiss Knuckleboom with debris grapple	Hour	\$135
Self-Loader Scraper Cat 623 or equivalent	Hour	\$195
Hand Fed Debris Chipper	Hour	\$50
Stump Grinder	Hour	\$85
320 CAT Trackhoe or equivalent w/hydraulic tree & brush cutter head	Hour	\$250
Rubber Tired Loader w/heavy duty brush & tree cutter	Hour	\$300
300 - 400 Tub Grinder	Hour	\$350
800 -1,000 HP Diamond Z Tub Grinder	Hour	\$520
30 Ton Crane	Hour	\$150
50 Ton Crane	Hour	\$200
100 Ton Crane (8 hour minimum)	Hour	\$275
40 - 60' Bucket Truck	Hour	\$160
Service Truck	Hour	\$60
Water Truck	Hour	\$70
Portable Light Plant	Hour	\$25
Equipment Transports	Hour	\$90
8000 gallon Fuel Tanker	Hour	\$70
Pickup Truck, unmanned	Hour	\$14
Self-loading Dump Truck with knuckleboom and debris grapple	Hour	\$150
Single Axle Dump Truck, 5 - 12 Cu. Yd.	Hour	\$45
Tandem Dump Truck, 16 - 20 Cu. Yd.	Hour	\$63
Trailer Dump Truck, 24-40 Cu. Yd.	Hour	\$72
Trailer Dump Truck, 41-60 Cu. Yd.	Hour	\$90
Trailer Dump Truck, 61 - 80 Cu. Yd.	Hour	\$110
Power Screen	Hour	\$160
Stacking Conveyor	Hour	\$35
Off Road Trucks	Hour	\$150