Invitation for Bid
AEPA #019-A Telescopic Bleachers & Stadium Seating

This IFB Requires A $100,000 Bid Security

Part B – Specifications

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1. Scope of Bid

AEPA is seeking qualified, experienced contractor(s) who possess the necessary resources and capabilities to acquire and deliver all supplies, materials equipment and labor to all participating member states which include different types of educational, governmental and public institutions seeking:

Telescopic Seating – Indoor Bleachers, Equipment, Installation, Maintenance and Repair. Telescopic seating is a bleacher system that shall be composed of multiple tiered, closed deck seating rows operating in a telescopic manner, incorporating the most economical quantity or sections while complying with all loading requirements. The first moving row shall be secured with friction or mechanical locks. Other rows shall be mechanically locked, operative only upon unlocking and cycling the first row, quantity or row locks to be determined by manufacturer. Each bleacher row shall be composed of risers, seat and deck components, and a complete set of supportive columns and braces. The telescopic bleacher shall incorporate a locking system permitting the use of one, several, or all rows, each locked in the extended position.

Grandstand and Stadium Seating – Outdoor Seating, Equipment, Installation, Maintenance and Repair. Grandstand and stadium seating is a bleacher system(s) that shall be composed of a permanent structure made up of multiple tiered, open or closed deck seating rows incorporating the most economical quantity or sections while complying with all loading requirements.

Types of services may include, but are not limited to: replacement equipment, installation services, along with maintenance and repair services.

An award may be recommended for each seating category listed above. AEPA does not require a Partner Vendor to offer both indoor telescopic seating as well as outdoor grandstand and stadium seating within their portfolio.

2. Type of Bid

This bid is considered a:

YES	NO	TYPE OF BID
X		**CATALOG:** A catalog bid is utilized when the products and/or services solicited are clearly identified with set and specific characteristics, attributes and configurations that are identifiable as a stand-alone single unit and can be listed and priced as a single unit with options that can be added to enhance and/or improve its operation and functionality. The Bidder offers a fixed discount(s) off retail price or prices in a Commercially Available Catalog. The discounts may be for the entire Commercially Available Catalog, for specific products, product lines, manufacturers or category of products as determined by the Bidder. See Pricing section for detailed information on Catalog Pricing.
	X	**LINE ITEM:** A line-item bid is utilized when the products and services solicited cannot be identified or listed as a single unit; consists of a number of different variables and configurations, it is necessary to identify the specific project or application; the end product or solution is made of individually priced elements or components and the end product's or solution's cost is derived by the Vendor Partner specially prepared and providing a quote based on the project's terms, conditions and requirements. See Pricing section for detailed information on Line-Item Pricing.

3. Anticipated AEPA Member Agency Participation

State	Participate? Yes/No/ Undecided	Other States Member Sells In	Est. 1st Year Purchase Volume	% Growth for Year 2-4
California	Yes	AZ,NV		5%
Colorado	Yes			2%
Connecticut	Yes	MA,ME,NH, NY, RI,VT		10%
Florida	Yes	AL,GA		5%
Illinois	No			
Indiana	Yes			3%
Iowa	No	IL,SD		0%
Kansas	Yes	OK		3%
Kentucky	Yes	AL,GA,LA,MS, NC,SC,TN,WV		5%
Massachusetts	No			
Michigan	Yes			3%
Minnesota	Yes	SD		5%
Missouri	Yes	AR,IL,LA,SD		
Montana	Yes	ID		5%
Nebraska	Yes			2%
New Jersey	Yes			5%
New Mexico	Yes			3%
North Dakota	Yes			5%
Ohio	Yes			3%
Oregon	Yes			5%
Pennsylvania	Yes	DE,HA, MD,NY,		5%
Texas	Yes			10%
Virginia	Yes			5%

Washington	No	AK,ID		
West Virginia	Yes			
Wisconsin	Yes			5%
Wyoming	Yes	SD,UT		5%
Total	23		New Category	4%

Please note that individual AEPA Member Agencies that have indicated that they intend to participate in any contract approved under this solicitation, does not guarantee or mean that the individual AEPA Member Agency will enter into a contract with any AEPA approved Vendor Partner. Each AEPA Member Agency will make that determination after reviewing Vendor Partner responses and AEPA's recommendation for acceptance and bid award. The AEPA Member Agency's contracting decision shall be final.

Telescopic Bleachers and Stadium Seating is a new category for AEPA. The resulting bid will be an Indefinite Delivery, Indefinite Quantity (IDIQ) contract(s). AEPA Member Agencies anticipate that purchase volumes will increase over the course of contract years two (2) through four (4). The successful Vendor Partner's discount and pricing schedule shall apply regardless of the volume of business under the contract.

4. Glossary of Terms and Abbreviations

Abbreviations and Acronyms for Standards and Regulations: Where abbreviations and acronyms are used in specifications or other contract documents, they shall mean the recognized name of the organizations responsible for the standards and regulations in the following list. Names, telephone numbers, and websites are subject to change and are believed to be accurate and up-to-date as of the date of the contract documents.

4.1 American Architectural Manufacturers Association (AAMA).
4.2 Americans with Disability Act (ADA).
4.3 American Society for Testing and Materials (ASTM).
4.4 American Welding Society (AWS).
4.5 Consumer Product Safety Commission (CPSC) standards
4.6 International Building Code (IBC).
4.7 International Code Council (ICC). Standard for bleachers, folding and telescopic seating, and grandstands. American National Standard.
4.8 Kips per square inch (KSI).
4.9 National Electric Code (NEC).
4.10 National Fire Protection Agency (NFPA).
4.11 Uniform Building Code (UBC).

5. Special Terms and Conditions

5.1 Vendor Partner will warranty all parts and materials for at least 90 days from date of purchase or manufactures' warranty, whichever is longer.
5.2 Vendor Partner will endeavor to supply products that are made in the United States of America.

6. Standard Specifications

Item	Description
6.1	The Vendor Partner will have access to a full inventory of the awarded product line.
6.2	The Vendor Partner shall maintain a minimum monthly overall average fill rate of 95% or above. Line items that are reordered, backordered, or partially filled are not considered filled line items when calculating this service level.
6.3	All charges and components necessary for performance of the contract shall be clearly identified even if such are not specifically addressed in any paragraph or sub-paragraph or form that is a part of this request.
6.4	If the Vendor Partner intends to utilize independent agents/distributors, subcontractors and/or

Item	Description
	third-party agents to perform and/or provide any part of the products and services offered herein, the Vendor Partner must identify all providers and any and all associated costs with these providers.
6.5	Optional services must be identified separately, and must include clear descriptions of proposed services.
6.6	Vendor Partner must maintain a toll free technical support line open 8 a.m. Eastern Time zone until 5 p.m., Pacific Time zone, Monday through Friday. Calls must be answered by a live US technician.
6.7	Vendor Partner shall provide a Safety Data Sheet (SDS) for all items sold, if required. A separate sheet shall be provided for each individual item when purchase is made.

7. Product | Category Specific Specifications [Telescopic Seating – Indoor Bleachers]

Item	Description
7.1.1	Provide bleacher systems that are composed of multiple tiered, closed deck seating rows operating in a telescopic manner, incorporating the most economical quantity or sections while still complying with all loading requirements. The first moving row, on manual sections, shall be secured with release lever. All other rows shall be mechanically locked, operable only upon unlocking and cycling of first row. Power sections shall be secured with mechanical locks, as well as the power system, operable upon activating the pendant control. Each bleacher row shall be composed of risers, seat and deck components, and a complete set of supportive columns and braces. The telescopic bleacher shall incorporate a locking system permitting the use of one, several, or all rows, each locked in the extended position.

7.1.2	Ability to furnish all required labor, materials, equipment, implements, parts and supplies necessary for the installation of the proposed seating systems.
	▪ Telescopic Bleachers (indoor) – must include site preparations, steel substructure, seat and decking system.
	▪ Provide access to multiple telescopic systems, including but not limited to:
	  ▪ Wall-Attached (forward fold). Either available in manual or power operation where the bleachers open in a forward motion.
	  ▪ Free-Standing (floor attached). Attached permanently to the floor, available in manual or power operation opening in a forward motion. A 10-1/4" rise is required for 20 rows, a 11-1/2" rise for 17 rows, and a rise of 16" is required on 12 rows.
	  ▪ Reverse Fold. Used in balcony applications to recover floor space for multi-purpose areas. The first row is fixed and the entire unit moves in a reverse direction until fully extended.
	  ▪ Recessed. Used under a balcony overhang utilizing an extra row of understructure linkage mechanism in order for the bleachers to stack under the balcony.
	  ▪ Mobile (Portable) Units. Ability to move seating from one location to another location on the same floor level. Units must be independent and self-supporting that do not require anchoring to the floor or wall. Hydraulic lifts/trucks will be required to move the mobile units.

7.1.3	Ability to develop a proposed solution to confirm to meet expectations while considering: ▪ Adequate floor leveling and strength of existing conditions for operation of seating systems. ▪ Adequate wall strength for wall-attached seating systems. ▪ Electrical wiring within the building as required for power-operated telescopic seating systems. The seating solution proposed is adequate and functional within the existing site conditions and will comply with all federal, state and local building codes.
7.1.4	Welding. Welders must be AWS certified, following all applicable code requirements.
7.1.5	Manufacturing. Manufacturer shall be a nationally recognized company regularly engaged in the design and manufacturing of telescopic seating for not less than fifteen (15) years and can demonstrate a proven record of customer satisfaction. Equipment provided shall incorporate manufacturer's design improvements and materials current at time of shipment, provided that such improvements and materials are consistent with the intent of these specifications.
7.1.6	Engineering. It shall be mandatory that each bidder submit with their bid an affidavit signed by a

Item	Description
	Registered Professional Engineer stating that the product to be supplied has been tested by an independent testing facility and meets all applicable code requirements.
7.1.7	Materials. All telescopic seating shall be manufactured by a nationally recognized company. All components and materials shall meet or exceed local building codes, industry standards, and CPSC standards.
7.1.8	Dimensions. ▪ Rise per row. The vertical dimension from seat to top can either be 10-1/4" or 11-1/2". ▪ Row span. The horizontal dimension from font seat to front seat can either be 22", 24", 26", 30", 32", or 33".
7.1.9	Design. All telescopic bleacher design and fabrication shall conform to IBC 2009 and ADA requirements. Telescopic gymnasium seating shall be designed to support and resist, in addition to its own weight, the following: • A vertical live load of 100 lbs. per square foot. Foot and seat boards shall be designed for a 120 lbs. per linear foot live load and, as a separate load case, a 300 lbs. concentrated load. • Seating shall also be designed to carry a horizontal sway force of 24 lbs. per linear foot parallel to the seating and 10 lbs. per linear foot perpendicular to the seating. • Steel components shall be cold-formed from appropriate width coil conforming to A1011 SS Grade 30, ASTM A653 - Grades 33, 40 and 50, ASTM A500 – Grade B 46 KSI (killipounds per square inch) as applicable. • Railings and guard rails shall be designed for 200 lbs. concentrated load applied at any point and any direction and a uniform load of 50 lbs. per foot applied in any direction. Guard rails shall be designed to hold a simultaneous uniform load of 100 lbs. per foot applied downward in any direction. Guard rails shall be designed to meet or exceed all requirements of the IBC, ICC 300 Standard on Bleachers, NFPA 101 Life Safety Code, NFPA Standard for Grandstands, and the UBC.
7.1.10	Understructure. ▪ Wheels shall be not less than 3-1/2" diameter x 1" non-marring soft rubber face to protect wood or synthetic floor surfaces. Wheels shall have molded-in sintered iron oil impregnated bushings to fit a minimum 3/8" diameter axle secured with E-type snap rings. ▪ Lower track shall interlock with adjacent lower track with an internal anti-drift bearing at the front of track to prevent separation and misalignment. Each lower track shall contain a tier catch to lock each row in open position and allow unlocking automatically. ▪ Upper track shall provide a captive guide and an adjustable stop to vary row spacing to site conditions. ▪ Vertical column shall be high tensile steel, of boxed channel or tube shape, finished inside and out and meet design criteria. ▪ Diagonal knee bracing shall be formed of high tensile steel angle members through-bolted to decking. Deck stiffeners shall be located at all plywood connections and shall be spaced not to exceed 4'-0" on center.
7.1.11	Deck System. ▪ Nosing and rear riser shall be continuous formed galvanized steel members. Rear riser shall be a slant-away design to provide adequate foot room. ▪ Lumber component must be kiln dried, finger jointed, edge glued southern pine grade "B & B Finish" manufactured to the current SPIB glued-laminated standards for southern pine. ▪ Decking shall be fabricated from Douglas Fir Premium Underlayment with exterior glue, 5-ply, all plies Southern Pine with solid cross bands, produced in accordance with National Bureau of Standards PS-1-95. Decking to match wood seats and fascia; mixed lumber species unacceptable. Decking shall be through-bolted fore/aft to deck stiffeners, doublers and frame cantilevers with locking hardware. Attachment by the use of self-tapping fasteners or retained by friction is unacceptable. Deck end overhang shall not exceed vertical column location by more than 4'.
7.1.12	Seat Systems. ▪ A full range of outer backs shall be offered, including upholstered, hardwood veneer, laminated, and plastic; available with either exposed or hidden fasteners; back height may vary from 29" to 39.5", according to chair design. ▪ Seats shall be standard or fully enveloped.

Item	Description
	▪ Special seats designed with a 12° reward slope to fit the occupants' spine should be offered as an option. ▪ End panels shall be veneered, upholstered, laminated, or custom ordered; aisle lights may be conventional (on the side of an end panel), teardrop or strip (under the armrest). ▪ Seats and front risers shall be 4/4" nominal thickness, kiln dried, end finger joined only and/or solid Grade "C and Better". Mixed lumber species or edge glued strips are unacceptable. ▪ Plastic seats. Polyethylene shall each be 18" long unitized interlocking engineered high density polyethylene modules providing scuff resistant textured 10"x12" wide anatomically contoured seat surface. ▪ Horizontal distance measured back-to-back shall not be less than 22" for seats without backs, and the following shall apply: (1) There shall be a space of not less than 12" between backs of seat and the front of the seat immediately behind it and (2) If chair type seat, 12" measured from the front edge of rear seat in the normal unoccupied position. ▪ The depth of footboards, footrests or seat boards shall not be less than 9". ▪ Opening between seat boards and footboard located more than 30" above grade shall provide that a 4" diameter sphere cannot past through the opening.
7.1.13	Finish. ▪ For rust resistance, steel understructure shall be finished on all surfaces with (Federal Specification TT-E-508) semi-gloss enamel. Tubular steel, which cannot be painted inside, is unacceptable. ▪ All surfaces subject to normal wear by spectators shall have a finish that does not wear to show a different color underneath.
7.1.14	Propulsion System. ▪ Manual Operation. Ability to furnish one pair of operating handles to attach under the first row kick board. ▪ Integral Friction Power. Provide a friction powered, integral electromechanical propulsion system to open and close telescopic seating system. Operation shall assure full visual control of the seating bank. All electrical parts and wiring shall be installed in compliance with NEC. The entire system shall be UL Recognized. ▪ Pendant control. Provide pendant control style operation for bleacher system. Pendant, by use of the pendant control plugged into a single receptacle shall extend and retract the bleacher system.
7.1.15	ADA Compliance. ▪ Accessible seating must be provided in the front row(s) of seating, meeting ADA compliance for wheelchair accessibility with state and local codes. ▪ Notchouts must be a minimum of 36" across allowing the accessibility for a single wheelchair. Notchouts can be permanent or recoverable. ▪ Truncations. Provide a full section truncation with all necessary front rails, closure panels, and portable step assemblies at aisles as required to meet state and local codes.
7.1.16	Numbering. Provide seat numbers and row letters for sculpture seat modules. Sequence to be determined by owner.
7.1.17	Vinyl-End Curtains. Provide standard vinyl end curtains to close off under the bleacher units in the extended position. Curtain color is to be selected from manufacturer's standard offering, chosen by the owner.
7.1.18	Provide manufacturer's warranty that guarantees the bleachers shall be free from defects in material and workmanship under normal user for a period of five (5) years. The warranty coverage shall not be prorated nor limited to the amount of usage.
7.1.19	Submit manufacturer's warranty with all of the forms that were completed and submitted in owner's name and registered with the manufacturer. Within this documentation, product manufacturer must verify that its factory representative has inspected the installation of the completed project and that all work conforms to the manufacturer's specifications and requirements.
7.1.20	Vendor Partner shall provide warranty to the owner that covers defects in the pre-work, installation, and workmanship, and further warrants that the installation was done in accordance with both the manufacturer's recommendations and any written directives of the manufacturer.

[Grandstand & Stadium Seating – Outdoor]

Item	Description
7.2.1	Grandstand and stadium seating is a bleacher system(s) that shall be composed of a permanent structure made up of multiple tiered, open or closed deck seating rows incorporating the most economical quantity or sections while complying with all loading requirements.
7.2.2	Ability to furnish all required labor, materials, equipment, implements, parts and supplies necessary for the installation of the proposed seating systems. ▪ Grandstand/Stadium Bleachers (outdoor) – must include site preparation, concrete foundation work, steel substructure, seat and decking system. Press box base and press box can be included with bid proposal, but not required.
7.2.3	Manufacturing. Manufacturer shall be a nationally recognized company regularly engaged in the design and manufacturing of grandstand and stadium seating for not less than ten (10) years and can demonstrate a proven record of customer satisfaction. Equipment provided shall incorporate manufacturer's design improvements and materials current at time of shipment, provided that such improvements and materials are consistent with the intent of these specifications.
7.2.4	Welding. Welders must be AWS certified, following all applicable code requirements.
7.2.5	Engineering. It shall be mandatory that each bidder submit with their bid an affidavit signed by a Registered Professional Engineer stating that the product to be supplied has been tested by an independent testing facility and meets all applicable code requirements.
7.2.6	Materials. ▪ Steel. Meeting or exceeding ASTM A 572-50. Shop connections are seal welds. After fabrication, all steel is hot-dipped galvanized to ASTM A 123. ▪ Aluminum. Meeting or exceeding ASTM B 209. ▪ Concrete. Meeting or exceeding the requirements of ASTM C 873, compressive strength of 3000 psi or local building codes, whichever is more stern. ▪ Seat planks, back rests, stanchions, riser planks and railing are to be extruded aluminum alloy, 6063-T6. Tread planks are to mill finished. ▪ Hardware. Bolts and nuts are hot-dipped galvanized or mechanically galvanized. Hold-down clips must be aluminum allow 6005A-T6, mill finish. ▪ Structural hardware. Shall be equal to or greater than hot-dipped galvanized ASTM-A307.
7.2.7	Design. A grandstand shall be designed and assembled so that the maximum expansion, contraction, settlement, or misalignment likely to occur will not cause stresses in excess of those permissible nor jeopardize the structure or its occupants. It shall be designed to remain stable so as not to be overturned either by wind or unequal distribution of live load. ▪ Field site. Owner to make site accessible and to verify site locations to Partner Vendor. ▪ Owner to mark all underground utilities and obstructions; owner to relocate all that conflict with grandstand. ▪ Soil test to be furnished by the owner. ▪ Meet or exceed all state and local applicable codes in compliance with the IBC. Barrier Free Sub code.
7.2.8	Permanent Steel Grandstand. ▪ Horizontal Beam Design – Vertical columns are placed 18' on center laterally and up to 20' front-to-back. All horizontal beams shall be wide flange. All columns shall be ASTM A-500-B structural square tube with a minimum of a 3/4" base plate. ▪ Rise and Depth Dimensions: vertical rise per row – 10", horizontal depth per row – 26" and front walkway – minimum 54" in clear width, elevated 42" above grade with each set 17" above its respective tread.
7.2.9	Concrete Foundation. ▪ Foundations for permanent grandstands shall be designed to sustain a total load equal to the dead load plus 60 percent of the total of the live load and the transmitted wind or sway load. ▪ Footing shall extend not less than 42" below grade, unless solid rock is encountered at a lesser depth, and shall provide sufficient bearing area at bottom to support all design loads. ▪ Footings and piers shall be poured with reinforced steel as required, including four 7/8" anchor bolts per pier. Concrete shall attain working strength of 3,000 psi.

Item	Description
7.2.10	Design Loads. ▪ In addition to their own weight and the weight of added accessories, a uniformly distributed live load of not less than 100 lbs. per square foot of gross horizontal projection. ▪ All seat boards and footboards shall be designed for a live load of not less than 120 lbs. per linear foot. ▪ To resist a horizontal swaying force applied to the seats, in a direction parallel to the length of the seats, of 24 lbs. per linear foot of seats and, in a direction perpendicular to the length of the seats, of 10 lbs. per linear foot of seats. ▪ Handrails must be designed to hold a concentrated load of 200 lb. applied to any point and any direction and a uniform load of 50 lb. per foot applied in any direction. ▪ Guardrails must be designed to hold a concentrated load of 200 lb. applied to any point and any direction along the top railing. Guardrails shall hold a uniform load of 50 lb. per foot applied horizontally at the required guardrail height and a simultaneous uniform load of 100 lb. per foot applied vertically downward at the top of the guardrail. ▪ Snow, wind and seismic loads are to be addressed per state adopted code.
7.2.11	Decking. ▪ Provide options of various mill aluminum decking to include interlock aluminum decking, tongue-and-groove system closed deck aluminum, and full-plank arrangement. ▪ Closed deck. Must provide the standard 10" ride by 26" tread depth and must be maintenance free, corrosion resistant. No deck penetrations are allowed via the attachment of the seat brackets, step brackets, mid-aisle rails and all other components that attach at the tread-rise. No bolting or drilling of the tread riser shall be permitted, except for the areas where there are no noses or heel channels where bolting is necessary. Decking must provide a non-slip, anti-skid surface. ▪ Full plank. Must be maintenance free, corrosion resistant and provide a non-slip, anti-skid surface. Should footboards be more than 30 inches above grade, openings between the seat and footboards shall not allow the passage of a sphere greater than four (4) inches.
7.2.12	Railing and Guardrails. ▪ Railings and guards shall not be less than 42" high above the aisle surface or footrest, or 42" vertically above the seatboard surface where seats are more than 4 feet above the ground. Where the front footrest of the grandstand is more than 2' above the ground, railings or guards shall not be less than 26" high above the front footrest. ▪ To be at all sides of bleacher, entry stairs and ramps, portals, and landings. Railing to be anodized aluminum with end plugs at ends of straight runs and/or elbows at corner. All guardrails shall be secured to angle rail risers by galvanized fasteners. Railing shall be at heights as required by code. Guardrail shall include intermediate railing, or galvanized chain link fencing fastened in place with galvanized fasteners and aluminum ties
7.2.13	Aisles. ▪ Aisles with seating on both sides to have discontinuous mid-aisle handrails and should break into intervals no more than five (5) rows apart. Each cross-aisle located shall be a minimum of 22" high not to exceed 36" high based on location of the handrail. ▪ Anodized aluminum handrails must have rounded ends to be provided with an intermediate handrail below the main handrail. ▪ Half steps shall be provided for riser heights above 8" and shall provide equal rise and run throughout the aisle. ▪ Each shall provide aisle nosing with non-skid black coated finish or other paint sealing system meeting AAMA 603.8-92 specifications. ▪ Aisles with riser height of non-uniformity shall be indicated with distinctive markings as required by code.
7.2.14	Seating and Footboards. ▪ Footboards and seat boards shall not be less than 9". ▪ Any opening located more than 30" above grade shall provide an intermediate structure that a 4" diameter sphere cannot pass through.
7.2.15	ADA Compliance. ▪ Accessible seating shall be inset into the front rows of seating, meeting ADA compliance for wheelchair accessibility with state and local codes. ▪ Seating shall be enclosed from three sides with no rise allowed.

Item	Description
	▪ Ramps to have handrail extension, providing a smooth surface with no sharp corners. ▪ Guardrails and toe board to be required by code. ▪ Provide front platform access with a maximum grade of 1:12. ▪ Allow for two-way traffic.
7.2.16	Provide manufacturer's warranty that guarantees the bleachers shall be free from defects in material and workmanship under normal user for a period of five (5) years. The warranty coverage shall not be prorated nor limited to the amount of usage.
7.2.17	Submit manufacturer's warranty with all of the forms that were completed and submitted in owner's name and registered with the manufacturer. Within this documentation, product manufacturer must verify that its factory representative has inspected the installation of the completed project and that all work conforms to the manufacturer's specifications and requirements.
7.2.18	Vendor Partner shall provide warranty to the owner that covers defects in the pre-work, installation, and workmanship, and further warrants that the installation was done in accordance with both the manufacturer's recommendations and any written directives of the manufacturer.

[Services, Installation, Maintenance and Repair]

Item	Description
7.3.1	Design of telescopic bleacher, grandstand or stadium seating. Provide AEPA Member Agency with blueprint/layout documentation as requested.
7.3.2	Site evaluation/inspection. Verify that areas to receive bleacher system are free from impediments interfering with installation. Work will not commence until building conditions are satisfactory.
7.3.3	All installations must be installed by licensed factory-certified installers.
7.3.4	All products must be installed according to manufacturer's instructions. All equipment will be adjusted by installers for smooth and proper operation.
7.3.5	Installation crews must clean all work areas and remove debris from installation site.
7.3.6	Provide after-the-sale, ongoing inspection and maintenance services to ensure proper maintenance and upkeep of seating system.
7.3.7	Product testing.
7.3.8	Landscape architect.
7.3.9	Training. Provide the staff with technical assistance, training and additional resources to safely maintain and operate the installed bleacher system. The Partner Vendor must submit manufacturer's installation instructions and descriptive literature to each purchasing agency along with the manufacturer's operating, maintenance manuals and warranty information. Provide additional training necessary for them to develop a complete knowledge and understanding of the supplies, materials and equipment required to maintain and keep the installed system in good working condition through its lifecycle. All project drawings, manuals, training materials, maintenance and operational manuals, equipment bill of materials, warranties and written documents shall be presented to the owner on CD-R, DVD-R or flash drive ("AutoCad", MS Word, Excel, PowerPoint, Access, Project, Adobe Acrobat, etc.).

[Pricing Methods]

Item	Description
7.4.1	Catalog or Pricing Sheets. Partnered Vendor must submit a discount off a published catalog or price for products and services to be offered under this bid. The price sheets are to include product number, description, unit of measure, list price, AEPA member discount, and final price which will be the price paid by AEPA Member.
7.4.2	R.S. Means Options for Construction Delivery Services.
7.4.2.1	R.S. Means is a delivery-indefinite quantity contract for construction services delivered on an on-call basis through firm, fixed price delivery orders based on pre-established unit prices for a catalog of pre-priced construction tasks. These tasks are based on local labor material & equipment. The catalog is organized by the Construction Specifications Institute (CSI) numbering system. The price

Item	Description
	of all materials include delivery to the job site including unloading, shop drawings, fasteners and normal installation. Items not included are extending warranties and sales tax. The R.S. Means Procurement Catalog is a catalog of pre-priced construction tasks that include labor, materials and equipment costs. The tasks represent the "Scope of Work" for the contract.
7.4.2.2	General Rules of R.S. Means Procurement Catalog Unit price includes: ▪ Complete and in-place construction; unit prices are for complete and in-place construction and include all labor, equipment and material. ▪ Labor, Material and Equipment; for example, do not add labor to masonry repointing task, do not add bobcat for concrete side. ▪ Cost of; Delivery to site, unloading, storage and handling. Delivery height is up to 2.5 stories. ▪ Testing, calibration, balancing, etc. for new work. ▪ All fasteners, bolts, anchors, adhesives, etc. for new work. Demo price includes: ▪ Loading into truck or dumpster. Also, if item is demolished as part of different task, it will not be paid for separately. ▪ Contractor Paid for Installed Quantities Only - No Waste. Waste must be taken into account in the contractor's adjustment factor. ▪ Assembly Prices - Take precedence over component pricing ▪ Working Height – 14' for all work except masonry, 4' working height for masonry. ▪ Tasks to mobilize excavation and paving equipment. ▪ Minimum setup charge for core drilling, saw cutting, etc. ▪ Minimum charge for small area pavement repair, up to three (3) tons. ▪ Separate tasks for removing demolition material and waste material from site (i.e. dumpsters). ▪ Paid to haul imported materials, asphalt, concrete and certain other materials over ten (10) to 15 miles. This pricing methodology is utilized to price a project. The Contractor must use the current year and standard cost data. Only the following cost data titles will be accepted: ▪ Building Construction Cost ▪ Facilities Construction Cost Data ▪ Site Work & Landscape Cost Data The Contractor's adjustment factors include overhead, profit and administrative fee that will be added to or subtracted from R.S. Means line item cost. Business Costs include overhead, profit, management, insurance, meetings, subcontractor's overhead & profit. Project Related Costs include trailer, portable toilets, pm & project supervision, gang boxes, storage containers, basic safety, daily clean-up, etc. Price Variations – Direct costs may differ from construction task catalog. It is the contractor's responsibility to review & analyze the unit prices before bidding Adjustment Factors. All Costs in excess of the unit prices, must be included in the adjustment factor.
7.4.2.3	Contractor to bid the following Adjustment Factors ▪ Normal Working Hours Requiring State Wage Rates ▪ Normal Working Hours Not Requiring State Wage Rates ▪ Other Than Normal Working Hours Requiring State Wage Rates ▪ Other Thank Normal Working Hours Not Requiring State Wage Rates
7.4.2.4	Contractor Adjustment Factors ▪ Applies to every line item in the R.S. Means Procurement Catalog. ▪ Used to price individual work orders. ▪ Price Proposal total becomes the lump sum work order amount. ▪ Contractor must include contract and license fee in their adjustment factors
7.4.2.5	All work performed must be quoted per R.S. Means by the prime Contractor, even if subcontractors are used.
7.4.2.6	R.S. Means spreadsheet, created in the R.S. Means system, must be submitted to substantiate the

Item	Description
	quote given to the AEPA Member Agency. The spreadsheet columns must reveal the full R.S. Means line number and a sufficient amount of the description. This also applies to any change orders.
7.4.2.7	Pricing can either be done by National Average of Location Code. For Location Code the first three (3) numbers of the zip code will be used to determine the city location index for the AEPA member.
7.4.2.8	All change order will be done in the R.S. Means format using the Contractor Adjustment Factors.
7.4.3	Alternative Method of Costing: This method covers any product and/or service not covered by catalog pricing, published price list, line-item price list, automated system for pricing, or is a product and/or service due to the projects or applications specifications, conditions and/or requirements that need to be custom designed, developed, manufactured and/or produced to meet the requirements of an individual, project or sole source. The alternative pricing is calculated as follows: ▪ The Bidder must prepare, issue and receive three written quotes from available suppliers and select the supplier that offers the products and services that meet the stipulated Terms and Conditions requirements and specifications and the most cost effective solution. All quotes must be made available upon request. ▪ The Bidder must indicate the percent of overhead and /or markup as part of their response to be added to these costs to obtain the normal and customary retail price. The AEPA price is calculated by taking the product and services to cost to the Contractor plus the indicated percent of profit and overhead to equal the normal and customary retail price. The Contractor will then subtract the approved AEPA discount to obtain the AEPA price. Example: item cost $1,000; percent of profit and overhead of 20% equals retail price of $1,200; less the AEPA discount of 10% or $120 equals the AEPA price of $1,080.

8. Pricing – (See Pricing section in Part A – General Terms & Conditions for details on bid pricing guidance)

8.1 This bid category does not have a Core Item List.

8.2 Pricing shall be completed on the provided pricing sheets (Microsoft Excel Workbook) with the individual tabs to be completed as follows:

a. F.1 – Catalog Discount **(Required)**
b. F.2 – Price Schedule, Telescopic Bleachers (**Required**, if responding to Telescopic Bleachers)
c. F.3 – Price Schedule, Grandstand & Stadium Seating (**Required**, if responding to Stadium Seating)
d. F.4 – State Multiplier and Services/Labor Rates (**Required**)
e. F.5 – Services Price Schedule (**Optional**)
f. F.6 – Project Quote (**Required**, if Responding to Telescopic) ****Additional product offerings may be added to this form.***
g. F.7 – Volume Discounts (**Optional**)

8.4 See Evaluation, Approval and Award in Part A, II. Bid Procedures, G. Bid Evaluation, Approval and Award for all agencies for additional information.