



P.O. Box 400
Austin, TX 78767-0400
800.695.2919 | 512.467.0222 | Fax: 800.211.5454
buyboard.com

September 17, 2014

Sent via email to: jrivera@usa-shade.com

Jay rivera
USA Shade and Fabric Structures, Inc.
8505 Chancellor Row
Dallas TX 75247

Re: Parks & Recreation Equipment, Field Lighting Products, & Installation
BuyBoard Contract 423-13

The Local Government Purchasing Cooperative (BuyBoard) awarded your company Parks & Recreation Equipment, Field Lighting Products, & Installation, Proposal 423-13, effective October 1, 2013 – September 30, 2014, with two possible one-year renewals. At this time, we are renewing your contract through September 30, 2015.

All discounts, terms, and conditions of your proposal contract will remain the same. If you agree to this renewal, there is nothing you need to do. However, if you do not agree to this renewal, you must notify me immediately via email at connie.burkett@tasb.org.

Reminder, once a BuyBoard contract is awarded, vendors must generate a minimum of \$15,000 annually or they may not be offered a contract renewal. Evaluations will be made annually, prior to the expiration date of the contract term, and the BuyBoard reserves the right to discontinue the vendor's contract at that time.

If you have questions or comments concerning this renewal, please contact me as soon as possible at connie.burkett@tasb.org. We appreciate your interest in The Local Government Purchasing Cooperative.

Sincerely,

Connie W Burkett
Contract Administrator



The Local Government Purchasing Cooperative is endorsed by the Texas Association of School Boards, Texas Municipal League, Texas Association of Counties, and the Texas Association of School Administrators.



3175

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PROPOSER'S AGREEMENT AND SIGNATURE

Proposal Name: Parks & Recreation Equipment,
Field Lighting Products & Installation

Proposal Opening Date and Time:
April 16, 2013 at 2:00 PM

Proposal Number: 423-13

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

Contract Time Period: October 1, 2013 through
September 30, 2014 with two (2) possible one-year
renewals.

Anticipated Cooperative Board Meeting Date:
July 2013

USA Shade & Fabric Structures Inc
Name of Proposing Company

4/11/2013
Date

8505 Chancellor Row
Street Address

[Signature]
Signature of Authorized Company Official

Dallas, Texas, 75247
City, State, Zip

John Saunders
Printed Name of Authorized Company Official

214-905-9500
Telephone Number of Authorized Company Official

CEO & President
Position or Title of Authorized Company Official

214-905-9514
Fax Number of Authorized Company Official

20-1043872
Federal ID Number

The proposing company ("you" or "your") hereby acknowledges and agrees as follows:

1. You have carefully examined and understand all Cooperative information and documentation associated with this Proposal Invitation, including the Instructions, General Terms and Conditions, Attachments/Forms, Item Specifications, and Line Items (collectively "Requirements");
2. By your response ("Proposal") to this Proposal Invitation, you propose to supply the products or services submitted at the prices quoted in your Proposal and in strict compliance with the Requirements, unless specific deviations or exceptions are noted in the Proposal;
3. Any and all deviations and exceptions to the Requirements have been noted in your Proposal and no others will be claimed;

USA



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4. If the Cooperative accepts any part of your Proposal and awards you a contract, you will furnish all awarded products or services at the prices quoted and in strict compliance with the Requirements (unless specific exceptions are noted in the Proposal), including without limitation the Requirements related to:
 - a. conducting business with Cooperative members, including offering pricing to members that is the best you offer compared to similar customers;
 - b. payment of a service fee in the amount specified and as provided for in this Proposal Invitation;
 - c. the **possible** award of a piggy-back contract by another governmental entity, in which event you will offer the awarded goods and services in accordance with the Requirements; and
 - d. submitting price sheets or catalogs in the proper format for posting on the BuyBoard as a prerequisite to activation of your contract;
5. You have clearly identified any information in your Proposal that you believe to be confidential or proprietary or that you do not consider to be public information subject to public disclosure under a Texas Public Information Act request or similar public information law;
6. The individual signing this Agreement is duly authorized to enter into the contractual relationship represented by this Proposal Invitation on your behalf and bind you to the Requirements, and such individual (and any individual signing a Form) is authorized and has the requisite knowledge to provide the information and make the representations and certifications required in the Requirements;
7. You have carefully reviewed your Proposal, and certify that all information provided is true, complete and accurate, and you authorize the Cooperative to take such action as it deems appropriate to verify such information; and
8. Any misstatement, falsification, or omission in your Proposal, whenever or however discovered, may disqualify you from consideration for a contract award under this Proposal Invitation or result in termination of an award or any other remedy or action provided for in the General Terms and Conditions or by law.



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VENDOR PURCHASE ORDER, REQUEST FOR QUOTES, AND INVOICE RECEIPT OPTIONS

Company: USA Shade & Fabric Structures, Inc. _____ General Contact Name: Marc Shellshear _____

Purchase Orders: Purchase orders from Cooperative members will be available through the Internet or by facsimile.

Option 1: Internet. Vendors need Internet access and at least one e-mail address so that notification of new orders can be sent to the Internet contact when a new purchase order arrives. An information guide will be provided to vendors that choose this option to assist them with retrieving their orders.

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



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Please choose only one (1) of the following options for receipt of purchase orders and provide the requested information:

I will use the **INTERNET** to receive purchase orders.
E-mail Address: mshellshear@usa-shade.com _____
Internet Contact: Marc Shellshear _____ Phone: 214-905-9500 _____
Alternate E-mail Address: _____
Alternate Internet Contact: _____ Phone: _____

I will receive purchase orders via **FAX**.
Fax Number: 214-905-9514 _____
Fax Contact: Marc Shellshear _____ Phone: 214-905-9500 _____

Request for Quotes ("RFQ"): Cooperative members will send RFQs to you by e-mail. Please provide e-mail addresses for the receipt of RFQs:

E-mail Address: mshellshear@usa-shade.com _____
Alternate E-mail Address: _____

Invoices: Your company will be billed monthly for the service fee due under a contract awarded under this Proposal Invitation. **All invoices are sent via e-mail.** Please provide the following address, contact and e-mail information for receipt of service fee invoices and related communications:

Mailing address: P.O.Box 560168 _____ **Department: Accounts Payable** _____
City: Dallas _____ **State: Texas** _____ **Zip Code: 75356-0168** _____
Contact Name: Phyllis Murray _____ **Phone: 214-905-9500** _____
Fax: 214-905-9514 _____ **E-mail Address: pmurray@usa-shade.com** _____
Alternative E-mail Address: _____



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FELONY CONVICTION DISCLOSURE AND DEBARMENT CERTIFICATION

FELONY CONVICTION DISCLOSURE

Subsection (a) of Section 44.034 of the Texas Education Code (Notification of Criminal History of Contractor) states: "A person or business entity that enters into a contract with a school district must give advance notice to the district if the person or an owner or operator has been convicted of a felony. The notice must include a general description of the conduct resulting in the conviction of a felony."

Section 44.034 further states in Subsection (b): "A school district may terminate a contract with a person or business entity if the district determines that the person or business entity failed to give notice as required by Subsection (a) or misrepresented the conduct resulting in the conviction. The district must compensate the person or business entity for services performed before the termination of the contract."

Please check (✓) one of the following:

- My company is a publicly-held corporation. (Advance notice requirement does not apply to publicly-held corporation.)
- My company is not owned or operated by anyone who has been convicted of a felony.
- My company is owned/operated by the following individual(s) who has/have been convicted o a felony:

Name of Felon(s): _____

Details of Conviction(s): _____

By signature below, I certify that the above information is true, complete and accurate and that I am authorized by my company to make this certification.

USA Shade & Fabric Structures, Inc.

Company Name

Signature of Authorized Company Official

John Saunders

Printed Name

DEBARMENT CERTIFICATION

Neither my company nor an owner or principal of my company has been debarred, suspended or otherwise made ineligible for participation in Federal Assistance programs under Executive Order 12549, "Debarment and Suspension," as described in the Federal Register and Rules and Regulations.

By signature below, I certify that the above is true, complete and accurate and that I am authorized by my company to make this certification.

USA Shade & Fabric Structures, Inc.

Company Name


Signature of Authorized Company Official

John Saunders

Printed Name



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MINORITY/WOMEN-OWNED BUSINESS ENTERPRISE/ HISTORICALLY UNDERUTILIZED BUSINESS CERTIFICATION

A proposer that has been certified as a Minority/Women Business Enterprise (also known as a "Historically Underutilized Business" or "HUB" and all referred to in this form as a "MWBE") is encouraged to indicate its MWBE certification status when responding to this Proposal Invitation. The electronic catalogs will indicate MWBE certifications for vendors that properly indicate and document their MWBE certification on this form.

Please check (✓) all that apply

- I certify that my company has been certified as a MWBE in the following categories:
 - Minority Owned Business**
 - Women Owned Business**

Certificate Number:
N/A _____

Name of Certifying Agency:
N/A _____

- My company has **NOT** been certified as a MWBE.

By signature below, I certify that the above is true, complete and accurate and that I am authorized by my company to make this certification.

USA Shade & Fabric Structures, Inc. _____

Company Name



Signature of Authorized Company Official

John Saunders

Printed Name



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DEVIATION AND COMPLIANCE SIGNATURE FORM

If your company intends to deviate from the General Terms and Conditions, Item Specifications or other requirements associated with this Proposal Invitation, you must list all such deviations on this form, and provide complete and detailed information regarding the deviations on this form, an attachment to this form, or elsewhere in your Proposal. (If you do not provide the information on or as an attachment to this form, the information must be clearly identified in your Proposal.) The Cooperative will consider any deviations in its contract award decision, and reserves the right to accept or reject a proposal based upon any submitted deviation.

In the absence of any deviation identified and described in accordance with the above, your company must fully comply with the General Terms and Conditions, Item Specifications and all other requirements associated with this Proposal Invitation if awarded a contract under this Proposal Invitation.

- No;** Deviations
- Yes;** Deviations

List and fully explain any deviations you are submitting:

PLEASE PROVIDE THE FOLLOWING INFORMATION:

1. Shipping Via: Common Carrier Company Truck Other:

2. Payment Terms: Net 30 days 1% in 10/Net 30 days Other:

3. Number of Days for Delivery: 45 ARO

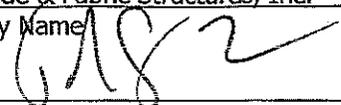
4. Vendor Reference/Quote Number: Yes

5. State your return policy:

Within the first 45 days after shipment from our facility, all returned product(s) and cancelled orders are subject to a 50% restocking fee. No returns are available following this 45 day period. All deposits are non-refundable. All expenses incurred (engineering, site surveys, shipping & handling, etc.) are the responsibility of the purchaser, up to notice of cancellation.

6. Are electronic payments acceptable? Yes No

USA Shade & Fabric Structures, Inc.

Company Name

Signature of Authorized Company Official

John Saunders
Printed Name



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DEALERSHIP LISTINGS

If you have more than one location that will service a contract awarded under this Proposal Invitation, please list each location below. If additional sheets are required, please duplicate this form as necessary.

Not Applicable
Company Name

Address

City State Zip

Phone Number Fax Number

Contact Person

Company Name

Address

City State Zip

Phone Number Fax Number

Contact Person



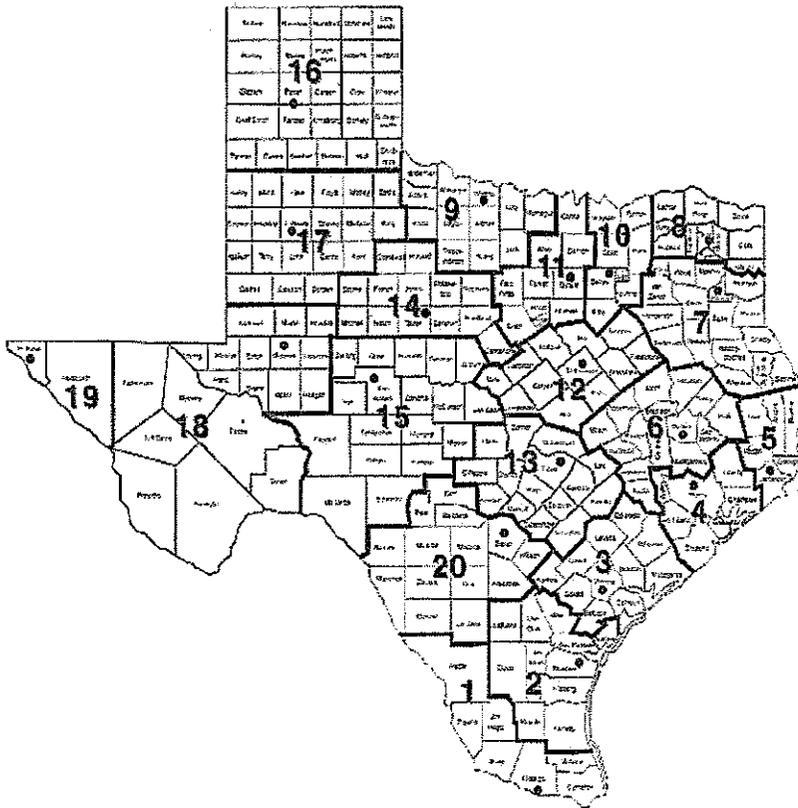
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TEXAS REGIONAL SERVICE DESIGNATION

Unless you designate otherwise on this form, you agree to service members of The Local Government Purchasing Cooperative statewide!

The Cooperative (referred to as "Texas Cooperative" in this Form H and Form I, State Service Designation) offers vendors the opportunity to service its members throughout the entire State of Texas. If you do not plan to service all Texas Cooperative members statewide, you **must** indicate the specific regions you will service on this form. Additionally, if you do not plan to service Texas Cooperative members (i.e., if you will service only states other than Texas), you must so indicate on this form.

Regional Education Service Centers

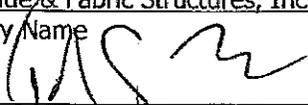


I will service Texas Cooperative members statewide.

I will not service Texas Cooperative members statewide. I will only service members in the regions checked below:

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

USA Shade & Fabric Structures, Inc.
 Company Name


 Signature of Authorized Company Official

John Saunders
 Printed Name

I will not service members of the Texas Cooperative.



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STATE SERVICE DESIGNATION

The Cooperative offers vendors the opportunity to service other governmental entities in the United States, including intergovernmental purchasing cooperatives such as the National Purchasing Cooperative BuyBoard. You must complete this form if you plan to service the entire United States, or will service only the specific states indicated. (Note: If you plan to service Texas Cooperative members, be sure that you complete Form H, Texas Regional Service Designation.)

I will service all states in the United States.

I will not service all states in the United States. I will service only the states checked below:

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

This form will be used to ensure that you can service other governmental entities throughout the United States as indicated. Your signature below confirms that you understand your service commitments during the term of a contract awarded under this proposal.

USA Shade & Fabric Structures, Inc.

Company Name

Signature of Authorized Company Official

John Saunders

Printed Name



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In accordance with the Terms and Conditions associated with this Proposal Invitation, a contract awarded under this Proposal Invitation may be "piggy-backed" by another governmental entity. The National Purchasing Cooperative is an intergovernmental purchasing cooperative formed by certain school districts outside of Texas to serve its members throughout the United States. If you agree to be considered for a piggy-back award by the National Purchasing Cooperative, you agree to the following terms and agree to serve National Purchasing Cooperative members in the states you have indicated on Form I, State Service Designation, in your Proposal.

NATIONAL PURCHASING COOPERATIVE VENDOR AWARD AGREEMENT

By signing this form, Proposer (referred to in this Agreement as "Vendor") agrees as follows:

1. Vendor acknowledges that if The Local Government Purchasing Cooperative ("Texas Cooperative") awards Vendor a contract under this Proposal Invitation ("Underlying Award"), the National Purchasing Cooperative ("National Cooperative") may - but is not required to - "piggy-back" on or re-award all or a portion of that Underlying Award ("Piggy-Back Award"). By signing this National Cooperative Vendor Award Agreement ("Agreement"), Vendor accepts and agrees to be bound by any such Piggy-Back Award as provided for herein.
2. In the event National Cooperative awards Vendor a Piggy-Back Award, the National Cooperative Administrator ("BuyBoard Administrator") will notify Vendor in writing of such Piggy-Back Award, which award shall commence on the effective date stated in the Notice and end on the expiration date of the Underlying Award, subject to annual renewals as authorized in writing by the BuyBoard Administrator. Vendor agrees that no further signature or other action is required of Vendor in order for the Piggy-Back Award and this Agreement to be binding upon Vendor. Vendor further agrees that no interlineations or changes to this Agreement by Vendor will be binding on National Cooperative, unless such changes are agreed to by its BuyBoard Administrator in writing.
3. Vendor agrees that it shall offer its goods and services to National Cooperative members at the same unit pricing and same general terms and conditions, subject to applicable state laws in the state of purchase, as required by the Underlying Award. However, nothing in this Agreement prevents Vendor from offering National Cooperative members better (i.e., lower) competitive pricing and more favorable terms and conditions than those in the Underlying Award.
4. Vendor hereby agrees and confirms that it will serve those states it has designated on Form I (State Service Designation Form) of this Proposal Invitation. Any changes to the states designated on Form I must be approved in writing by the BuyBoard Administrator.
5. Vendor agrees to pay National Cooperative the service fee provided for in the Underlying Award based on the amount of purchases generated from National Cooperative members through the Piggy-Back Award. Vendor shall remit payment to National Cooperative on such schedule as it specifies (which shall not be more often than monthly). Further, upon request, Vendor shall provide National Cooperative with copies of all purchase orders generated from National Cooperative members for purposes of reviewing and verifying purchase activity. Vendor further agrees that National Cooperative shall have the right, upon reasonable written notice, to review Vendor's records pertaining to purchases made by National Cooperative members in order to verify the accuracy of service fees.



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6. Vendor agrees that the Underlying Award, including its General Terms and Conditions, are adopted by reference to the fullest extent such provisions can reasonably apply to the post-proposal/contract award phase. The rights and responsibilities that would ordinarily inure to the Texas Cooperative pursuant to the Underlying Award shall inure to National Cooperative; and, conversely, the rights and responsibilities that would ordinarily inure to Vendor in the Underlying Award shall inure to Vendor in this Agreement. Vendor recognizes and agrees that Vendor and National Cooperative are the only parties to this Agreement, and that nothing in this Agreement has application to other third parties, including the Texas Cooperative. In the event of conflict between this Agreement and the terms of the Underlying Award, the terms of this Agreement shall control, and then only to the extent necessary to reconcile the conflict.

7. This Agreement shall be governed and construed in accordance with the laws of the State of Rhode Island and venue for any dispute shall lie in the federal district court of Alexandria, Virginia.

8. Vendor acknowledges and agrees that the award of a Piggy-Back Award is within the sole discretion of National Cooperative, and that this Agreement does not take effect unless and until National Cooperative awards Vendor a Piggy-Back Award and the BuyBoard Administrator notifies Vendor in writing of such Piggy-Back Award as provided for herein.

WHEREFORE, by signing below Vendor agrees to the foregoing and warrants that it has the authority to enter into this Agreement.

USA Shade & Fabric Structures, Inc.
Name of Vendor


Signature of Authorized Company Official

423-13
Proposal Invitation Number

John Saunders
Printed Name of Authorized Company Official

4/11/2013
Date



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FEDERAL AND STATE/PURCHASING COOPERATIVE DISCOUNT COMPARISON FORM

The Cooperative strives to provide its members with the best services and products at the best prices available. The Cooperative determines whether prices/discounts are fair and reasonable by comparing prices/discounts stated in your Proposal with prices/discounts you offer federal and state entities and other interlocal purchasing cooperatives (collectively referred to as "purchasing cooperative" in this form). Please respond to the following questions.

1. Provide the dollar value of sales to or through purchasing cooperatives at or based on an established catalog or market price during the previous 12-month period or the last fiscal year: \$1,491,728.55 _____
 (The period of the 12 month period is 01/01/2012 / 12/31/2012). In the event that a dollar value is not an appropriate measure of the sales, provide and describe your own measure of the sales of the item(s).

2. Based on your written discounting policies are the discounts you offer the Cooperative equal to or better than the best price you offer other purchasing cooperatives acquiring the same items regardless of quantity or terms and conditions?

YES NO

3. Based on your written discounting policies, provide the information requested below for other purchasing cooperatives, either in the chart below or in an equivalent format. Rows should be added to accommodate as many purchasing cooperatives as required.

PURCHASING GROUP	DISCOUNT (%)	QUANTITY/VOLUME	FOB TERM
1. Federal General Services Adm.	10		FOB: Dallas
2. T-PASS	N/A		
3. U.S. Communities Purchasing Alliance	N/A		
4. The Cooperative Purchasing Network	3		FOB: Dallas
5. Houston-Galveston Area Council	3		FOB: Dallas
6. Other			

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

CURRENT BUYBOARD VENDORS

If you are a current BuyBoard vendor, indicate the discount for your current BuyBoard contract and the proposed discount in this Proposal. Explain any difference between your current and proposed discounts.

Current Discount (%): 3% _____ Proposed Discount (%): 3% _____

Explanation: _____

By signature below, I certify that the above is true, complete and accurate and that I am authorized by my company to make this certification.

USA Shade & Fabric Structures, Inc. _____
 Company Name

Signature of Authorized Company Official
 FORM K

John Saunders _____
 Printed Name



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REFERENCES AND PRICE/DISCOUNT INFORMATION

PART I: For your Proposal to be considered, you must supply a minimum of five (5) individual governmental entity references. Provide the information requested below, including the existing price/discounts you offer each customer. The Cooperative determines whether prices/discounts are fair and reasonable by comparing prices/discounts stated in your Proposal with the prices/discounts you offer other governmental customers. Attach additional pages if necessary.

Entity Name	Contact	Phone#	Discount	Quantity/ Volume	FOB Term
1.City of Baytown	Lauren Arnold	281-420-5387	*	1 ML Hex ; 1 ML SS / \$65,136.10	FOB Dallas
2.City of Garland	Ann McGinnes	972-205-2761	*	10 Jnd Cantis / \$130,000	FOB Dallas
3.Fort Detrick	Stephanie Schultz	301-619-3249	*	2 Superspans / \$88,157.00	FOB Dallas
4.City of W.Univ Place	Joe Murray	713-662-5379	*	1 ML Superspan / \$47,368.75	FOB Dallas
5.Air Nat. Guard	Maj Ron Hawkins	901-291-7140	*	1 Jnd Hypar Sail / \$47,213.43 * As per BuyBoard/GSA Contract	FOB Dallas

Do you ever modify your written policies or standard governmental sales practices as identified in the above chart to give better discounts (lower prices) than indicated? YES NO If YES, please explain: _____

The only deviation which may apply would be for custom sizes not listed on the published price list.

PART II: For your Proposal to be considered, you must submit the Marketing Strategy you will use if the Cooperative accepts all or part of your Proposal. (Example: How you will initially inform Cooperative members of your BuyBoard contract, and how you will continue to support the BuyBoard for the duration of the contract period.) Attach additional pages if necessary.

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

USA Shade & Fabric Structures, Inc.

Company Name

Signature of Authorized Company Official

John Saunders

Printed Name



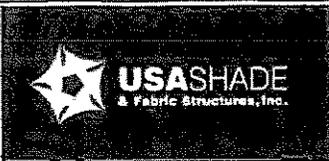
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FORMS CHECKLIST

(Please check (✓) the following)

- Completed: Proposer's Agreement and Signature (Form A)
- Completed: Vendor Purchase Order, Request for Quotes, and Invoice Receipt Options (Form B)
- Completed: Felony Conviction Disclosure and Debarment Certification (Form C)
- Completed: Resident/Nonresident Certification (Form D)
- Completed: Historically Underutilized Business (HUB) Certification (Form E)
- Completed: Deviations/Compliance Signature Form (Form F)
- Completed: Dealership Listings (Form G)
- Completed: Texas Regional Service Designation (Form H)
- Completed: State Service Designation (Form I)
- Completed: National Purchasing Cooperative Vendor Award Agreement (Form J)
- Completed: Federal and State/Purchasing Cooperative Discount Comparison Form (Form K)
- Completed: References and Price Discount Information (Form L)
- Completed: Forms Checklist (Form M)

***Catalogs/Pricelists must be submitted with proposal response or response will not be considered.**



BUYBOARD 423-13

PRICE LIST

4/12/2013

www.usashade.com

- Tops must be removed prior to snow, ice or wind in excess of 90mph
- F.O.B. Dallas
- Excludes ground anchoring hardware.
- DT= Dedicated Truck

Name of Structure	Unit Size (Length x Width)	sq ft	psf	weight	Foundation Type	post height	selling price
FRAMED STRUCTURES							
Hip 401.5	10' L x 10' W	100	\$16.53	450	2	8'	\$1,653
Pyramid 403.5		100	\$20.74	500	2	10'	\$2,074
(Maximum size for a Pyramid is 34ftx34ft)		100	\$24.82	600	2	12'	\$2,482
	12' L x 12' W	144	\$12.45	500	2	8'	\$1,793
		144	\$15.08	550	2	10'	\$2,172
		144	\$17.67	600	2	12'	\$2,573
	16' L x 16' W	160	\$13.04	500	2	8'	\$2,065
		160	\$15.95	560	3	10'	\$2,409
		160	\$19.08	600	3	12'	\$3,054
	18' L x 18' W	180	\$12.90	500	2	8'	\$2,322
		180	\$15.20	600	3	10'	\$2,737
		180	\$17.17	650	3	12'	\$3,091
	20' L x 10' W	200	\$12.01	500	2	8'	\$2,402
		200	\$13.68	550	3	10'	\$2,737
		200	\$15.42	650	3	12'	\$3,085
	20' L x 12' W	240	\$10.11	500	3	8'	\$2,427
		240	\$11.63	550	3	10'	\$2,792
		240	\$13.15	600	3	12'	\$3,157
	14' L x 14' W	196	\$10.86	500	2	8'	\$2,147
		196	\$11.84	550	3	10'	\$2,281
		196	\$12.10	600	3	12'	\$2,372
	22' L x 14' W	308	\$8.67	510	4	8'	\$2,670
		308	\$8.78	600	4	10'	\$3,011
		308	\$10.70	720	4	12'	\$3,297
	16' L x 16' W	256	\$9.99	500	3	8'	\$2,549
		256	\$11.84	550	4	10'	\$2,981
		256	\$13.07	600	4	12'	\$3,345
	18' L x 18' W	324	\$8.67	550	4	8'	\$2,616
		324	\$9.27	600	4	10'	\$3,035
		324	\$10.33	650	4	12'	\$3,345
	20' L x 20' W	400	\$8.84	550	4	8'	\$2,737
		400	\$7.86	650	4	10'	\$3,145
		400	\$9.02	750	4	12'	\$3,607
	25' L x 15' W	375	\$7.22	550	4	8'	\$2,707
		375	\$8.30	575	4	10'	\$3,114
		375	\$9.47	700	4	12'	\$3,552
	24' L x 20' W	480	\$8.58	600	4	8'	\$3,205
		480	\$7.09	700	4	10'	\$3,403
		480	\$7.68	800	4	12'	\$3,687
	27' L x 18' W	486	\$8.03	600	4	8'	\$2,933
		486	\$6.50	700	4	10'	\$3,157
		486	\$7.43	1000	4	12'	\$3,613
	24' L x 24' W	576	\$8.06	900	4	8'	\$4,008
		576	\$7.38	1000	4	10'	\$4,252
		576	\$7.60	1100	4	12'	\$4,495
	26' L x 26' W	676	\$8.39	1200	4	8'	\$4,319
		676	\$6.96	1300	4	10'	\$4,702
		676	\$7.47	1500	5	12'	\$5,049
	30' L x 20' W	600	\$6.23	800	4	8'	\$3,740
		600	\$5.89	1100	4	10'	\$4,135
		600	\$7.57	1200	4	12'	\$4,543
		600	\$8.46	1500	4	14'	\$5,078
FRAMED STRUCTURES							
Hip 401.5	30' L x 30' W	900	\$8.84	1350	5	8'	\$6,157
Pyramid 403.5		900	\$7.42	1500	5	10'	\$6,681
(Maximum size for a Pyramid is 34ftx34ft)		900	\$7.73	2200	5	12'	\$6,955
		900	\$8.55	2500	5	14'	\$7,726
	36' L x 18' W	648	\$8.45	1200	5	8'	\$5,474
		648	\$8.80	1400	5	10'	\$6,223
		648	\$10.65	1500	5	12'	\$6,826
		648	\$11.07	2150	5	14'	\$7,172



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Name of Structure	Unit Size (Length x Width)	sq ft.	psf	weight	Foundation Type	post height	selling price
FRAMED STRUCTURES							
Hip 401.5	26' L x 20' W	720	\$8.44	1300	5	8'	\$8,077
		720	\$8.82	1400	5	10'	\$8,350
Pyramid 403.5		720	\$9.82	1500	5	12'	\$8,928
		720	\$10.12	2100	5	14'	\$7,287
(Maximum size for a Pyramid is 34ftx34ft)	40' L x 20' W	800	\$8.38	1800	5	8'	\$8,716
		800	\$8.74	1950	5	10'	\$8,995
		800	\$8.96	2100	5	12'	\$7,172
		800	\$9.35	2300	5	14'	\$7,482
	40' L x 27' W	1080	\$7.43	1700	5	9'	\$8,027
		1080	\$7.78	1900	5	10'	\$8,401
		1080	\$8.20	2300	5	12'	\$8,956
		1080	\$8.87	2400	5	14'	\$9,575
	36' L x 30' W	1080	\$7.43	1900	5	9'	\$8,027
		1080	\$7.78	2100	5	10'	\$8,401
		1080	\$8.20	2300	5	12'	\$8,956
		1080	\$8.87	2500	5	14'	\$9,575
	38' L x 30' W	1140	\$7.23	2000	5	8'	\$8,247
		1140	\$7.53	2100	5	10'	\$8,538
		1140	\$8.20	2300	5	12'	\$9,349
		1140	\$8.77	2400	5	14'	\$9,994
	40' L x 30' W	1200	\$8.83	2000	5	9'	\$8,317
		1200	\$7.36	2150	5	10'	\$8,827
		1200	\$8.01	2300	5	12'	\$9,607
		1200	\$8.59	2500	5	14'	\$10,310
	35' L x 35' W	1225	\$8.05	2100	5	9'	\$9,895
		1225	\$8.31	2250	5	10'	\$10,181
		1225	\$8.42	2400	5	12'	\$10,310
		1225	\$8.94	2600	5	14'	\$10,955
	40' L x 40' W	1600	\$7.37	2300	9	9'	\$11,799
		1600	\$7.73	2600	9	10'	\$12,373
		1600	\$7.89	3100	9	12'	\$12,626
		1600	\$11.94	3400	9	15'	\$19,111
Two Post Hip 201.2	Two Posted Hip 22' L x 14' W	308	\$7.80	800	2	8'	\$2,402
Single Post Pyramid 103.2	Single Post Pyramid 10' L x 10' W	100	\$15.23	500	2	7'	\$1,523
	Single Post Pyramid 12' L x 12' W	144	\$11.77	600	2	7'	\$1,695
	Single Post Pyramid 14' L x 14' W	196	\$10.37	700	2	7'	\$2,033
Wave 404.5	Wave - 20' L x 20' W	400	\$9.22	1000	4	7' & 16'	\$3,860
		400	\$10.89	1250	5	10 & 19'	\$4,276
	Wave - 25' L x 25' W	625	\$8.34	1250	5	7' & 16'	\$5,212
		625	\$9.78	2000	5	10 & 21'	\$8,116
FRAMED STRUCTURES							
Slanted Hip 413.5	Slanted Bleacher 26' L x 18' W	468	\$8.54	1400	4	10' & 13'	\$4,464
	Slanted Bleacher 26' L x 20' W	520	\$9.48	1800	4	10' & 13'	\$4,927
Superspan Hip 402.4	50' L x 40' W	2000	\$9.00	DT	11	10'	\$18,000
		2000	\$9.33	DT	11	12'	\$18,666
		2000	\$9.78	DT	11	14'	\$19,524
		2000	\$10.61	DT	11	16'	\$21,223
	60' L x 40' W	2400	\$8.23	DT	13	10'	\$19,762
		2400	\$8.63	DT	13	12'	\$20,708
		2400	\$8.78	DT	13	14'	\$21,075
		2400	\$9.49	DT	13	16'	\$22,787
	50' L x 45' W	2250	\$8.05	DT	11	10'	\$18,109
		2250	\$8.39	DT	11	12'	\$18,875
		2250	\$8.78	DT	11	14'	\$19,749
		2250	\$10.00	DT	11	16'	\$22,509
	50' L x 50' W	2500	\$8.48	DT	11	10'	\$21,223
		2500	\$8.65	DT	11	12'	\$21,615
		2500	\$9.00	DT	11	14'	\$22,509
		2500	\$9.52	DT	11	16'	\$23,796
	60' L x 50' W	3000	\$8.40	DT	13	10'	\$25,211
		3000	\$8.60	DT	13	12'	\$26,790
		3000	\$8.81	DT	13	14'	\$28,440
		3000	\$9.03	DT	13	16'	\$29,683
	60' L x 60' W	3600	\$8.08	DT	13	10'	\$29,129
		3600	\$8.18	DT	13	12'	\$29,373
		3600	\$8.31	DT	13	14'	\$29,914
		3600	\$8.61	DT	13	16'	\$31,014
Superspan Hip 604.3	56' x 90' (8 Posts)	5040	\$11.04	CALL	13	15'	\$55,643
Lifeguard 101.2	***Price includes Zinc Coastal Primer						
	Lifeguard 9' (side) x 8' (front)	72	\$23.38	350	4	Adj	\$1,683
	Lifeguard 11' (side) x 10' (front)	110	\$17.65	400	4	Adj	\$1,943



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WATERPROOF SUPERSPANS								
WP Superspan CWP 101	70' L x 50' W	4200	\$10.30	CALL	CALL	12'	\$43,249	
	70' L x 60' W	4200	\$11.45	CALL	CALL	18'	\$48,105	
	60' L x 50' W	3000	\$10.82	CALL	CALL	12'	\$32,760	
	60' L x 50' W	3000	\$12.21	CALL	CALL	18'	\$38,619	
	60' L x 50' W	4800	\$12.44	CALL	CALL	12'	\$59,689	
	60' L x 60' W	4800	\$13.38	CALL	CALL	18'	\$64,145	
	120' L x 60' W	9600	\$13.38	CALL	CALL	18'	\$128,413	
	200' L x 120' W	24000	\$12.01	CALL	CALL	18'	\$288,302	
	200' L x 130' W	26000	\$11.89	CALL	CALL	18'	\$309,164	
	200' L x 100' W	20000	\$12.57	CALL	CALL	18'	\$251,400	
POLYGON-SHAPED FRAMED STRUCTURES								
Triangle 301.5	Tri 18	162	\$16.52	300	4	8'	\$2,876	
		162	\$18.84	350	4	10'	\$3,052	
		162	\$19.27	400	4	12'	\$3,122	
	Tri 20	200	\$14.98	400	4	8'	\$2,095	
		200	\$17.31	450	4	10'	\$3,552	
		200	\$21.63	600	5	12'	\$4,327	
	Tri 30	450	\$13.38	500	4	8'	\$6,021	
		450	\$13.57	550	5	10'	\$8,105	
		450	\$14.83	700	5	12'	\$8,582	
	Hexagon 603.6 (#2.598)	Hex 20	258	\$20.30	800	3	8'	\$5,257
			259	\$21.82	850	3	10'	\$5,652
			259	\$24.38	1200	3	12'	\$8,309
Hex 27		474	\$13.14	800	4	8'	\$6,230	
		474	\$15.18	900	4	10'	\$7,195	
		474	\$16.10	1300	4	12'	\$7,633	
Hex 30		585	\$11.84	900	4	8'	\$6,924	
		585	\$13.58	1000	4	10'	\$7,942	
		585	\$14.48	1400	4	12'	\$9,474	
Hex 33		708	\$11.06	900	4	8'	\$7,831	
		708	\$12.77	1000	4	10'	\$9,040	
		708	\$13.28	1500	4	12'	\$9,400	
Hex 40		1040	\$8.55	1000	5	8'	\$8,888	
		1040	\$8.05	1100	5	10'	\$9,415	
		1040	\$9.94	1500	5	12'	\$10,342	
Hex 45		1315	\$10.86	3600	5	14'	\$11,083	
		1315	\$11.79	1200	5	8'	\$15,501	
		1315	\$13.17	1400	5	10'	\$17,313	
Hex 50		1315	\$13.52	1500	5	12'	\$17,785	
		1315	\$14.08	3800	5	14'	\$18,533	
		1624	\$13.67	2800	5	10'	\$22,199	
Octagon 801.6 (#2.829)		Oct 35	1624	\$14.40	DT	5	12'	\$23,391
			1624	\$15.04	DT	5	14'	\$24,431
			868	\$12.00	1500	4	8'	\$10,394
	Oct 42	868	\$13.85	1600	4	10'	\$11,990	
		868	\$14.51	2400	4	12'	\$12,568	
		868	\$15.28	4000	4	14'	\$13,216	
	Oct 50	1247	\$11.14	DT	5	8'	\$13,887	
		1247	\$12.80	DT	5	10'	\$16,074	
		1247	\$13.42	DT	5	12'	\$18,736	
	Oct 60	1247	\$14.04	DT	5	14'	\$17,508	
		1787	\$11.87	DT	5	8'	\$20,980	
		1787	\$12.37	DT	5	10'	\$22,239	
	Oct 70	1787	\$13.01	DT	5	12'	\$22,991	
		1787	\$15.10	DT	5	14'	\$26,691	
		2546	\$17.52	DT	11	10'	\$44,608	
	Oct 80	2546	\$21.17	DT	11	12'	\$53,808	
		2546	\$21.75	DT	11	14'	\$55,371	
		3465	\$17.62	DT	13	10'	\$60,715	
	Oct 90	3465	\$20.13	DT	13	12'	\$69,753	
		3465	\$21.55	DT	13	14'	\$74,689	
		4525	\$17.52	DT	13	10'	\$79,289	
	Butterfly 104.2	4525	\$18.38	DT	13	12'	\$83,231	
		4525	\$19.35	DT	13	14'	\$87,544	
		POLYGON-SHAPED FRAMED STRUCTURES						
Coolbrella 102.1	20' Diameter	-	-	700	3	7'6"	\$2,954	
	12' Diameter	-	-	650	3	7'6"	\$2,717	
	Pedestal	-	-	90	-	-	\$214	
Flower 105.1	Wings Up - 24' x 24'	-	-	DT	13	12'	\$18,258	
	Wings Flat - 24' x 24'	-	-	DT	13	12'	\$18,258	
	Wings Down - 24' x 24'	-	-	DT	13	12'	\$18,258	
Flower 106.1	Petals Up - 22' x 21'	-	-	DT	13	12'	\$20,216	
	Petals Flat - 22' x 21'	-	-	DT	13	12'	\$20,216	
	Petals Down - 22' x 21'	-	-	DT	13	12'	\$20,216	



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SAIL STRUCTURES (No roof or frame)							
Sail 307.5	3 Point Sail 20'x20'x20'	200	\$21.67	1600	9	8'1/2	\$4,333
		200	\$30.70	2200	9	12'1/8	\$5,139
	3 Point Sail 30'x30'x40'	450	\$15.51	2150	9	8'1/2	\$6,978
		450	\$20.52	2200	9	12'1/8	\$9,235
Sail 418.1	4 Point Hyper® Sail 20'x 20'	400	\$15.71	DT	11	8'1/2	\$6,289
		400	\$21.15	DT	11	12'1/8	\$6,461
	4 Point Hyper® Sail 30'x 30'	900	\$10.10	1600	11	8'1/2	\$9,080
		900	\$13.68	DT	11	12'1/8	\$12,314
	4 Point Hyper® Sail 30' x 40'	1200	\$9.72	DT	13	8'1/2	\$11,669
	4 Point Hyper® Sail 40' x 40'	1600	\$9.52	DT	13	10'1/8	\$15,240
HYBRID STRUCTURES							
Mariner Pyramid 406.2	20' L x 20' W Pyramid Mariners	400	\$14.17	CALL	4	12'	\$5,697
	30' L x 30' W Pyramid Mariners	900	\$10.62	CALL	5	12'	\$9,661
		900	\$10.74	CALL	5	14'	\$9,665
Mariner Peak 407.2	25' L x 20' W Peak Mariners	500	\$14.11	CALL	4	12'	\$7,054
	30' L x 25' W Peak Mariners	750	\$11.89	CALL	5	12'	\$8,915
	30' L x 35' W Peak Mariners	1050	\$13.15	CALL	11	12'	\$13,803
	30' L x 40' W Peak Mariners	1200	\$12.70	CALL	CALL	CALL	\$15,240
	40' L x 40' W Peak Mariners	1600	\$9.53	CALL	CALL	CALL	\$15,241
Mariner Hex	30' Mariner Hex	585	\$15.70	CALL	4	10'	\$9,182
	40' Mariner Hex	1040	\$15.09	CALL	5	12'	\$15,690
Multi Panel Pyramid 409.1 (one level/separate panels)	30' L x 20' W Hip Multi Panel	600	\$10.81	CALL	4	12'	\$6,386
		600	\$12.80	CALL	4	14'	\$7,731
Multi Panel Hex 605.1 (one level/separate panels)	20' L x 20' W Pyramid Multi Panel	400	\$12.08	CALL	4	12'	\$4,830
	30' Hex Multi Panel	585	\$15.18	CALL	4	12'	\$8,879
		585	\$15.85	CALL	4	14'	\$9,333
	40' Hex Multi Panel	1040	\$11.13	DT	5	12'	\$11,573
		1040	\$11.57	DT	5	14'	\$12,030
Multi Level Peak	30' L x 30' W	900	\$16.11	DT	CALL	10'	\$14,600
Multi Level SS 419.3	40' L x 30' W	1200	\$17.61	DT	11	10'	\$21,137
Multi Level SS 405.3 (8 panels)	50' L x 40' W	2000	\$19.81	DT	13	10'	\$27,630
	60' L x 40' W	2400	\$13.72	DT	13	10'	\$32,931
	50' L x 60' W	3000	\$13.71	DT	13	10'	\$41,140
		1624	\$17.47	DT	13	12'	\$28,375
Hex 50 Custom (12 panels)	50' Hex	1624	\$17.47	DT	13	12'	\$28,375
Mast Panel Pyramid 411.1 (Funky)	25' x 25' Pyramid Mast	625	\$9.38	CALL	4	10'	\$5,864
	30' x 30' Pyramid Mast	900	\$9.88	CALL	5	10'	\$7,812
CANOPIES							
Sandton 205.1	Sandton - 8' x 12' with 2 posts	96	\$26.49	400	2	7'	\$2,543
Sandton 420.1	Sandton - 8' x 12' with 4 posts	96	\$34.45	550	2	7'	\$3,307
Linksfield 204.1	Linksfield - 8' x 12' with 2 posts	96	\$26.48	400	2	7'	\$2,542
Linksfield 419.1	Linksfield - 8' x 12' with 4 posts	96	\$34.45	550	2	7'	\$3,307
SUSPENDED STRUCTURES							
Full Cantile Single Wide Hip 202.5	20' L x 14' W Full Cantile	280	\$19.80	1500	10	8'	\$5,544
		280	\$20.97	1600	10	10'	\$5,871
		280	\$21.83	1700	13	12'	\$6,112
	27' L x 18' W Hip Full Cantile Single	486	\$14.58	DT	10	8'	\$7,087
		486	\$15.15	DT	10	10'	\$7,352
	36' L x 18' W Hip Full Cantile Single	648	\$12.05	DT	12	8'	\$7,809
		648	\$12.51	DT	12	10'	\$8,104
	30' L x 20' W Hip Full Cantile Single	600	\$15.44	DT	12	9'	\$9,263
		600	\$15.62	DT	12	10'	\$9,372
	Full Cantile Double Wide Hip 203.5	27' L x 36' W Hip Full Cantile Double	972	\$11.99	DT	12	8'
		972	\$12.00	DT	12	10'	\$11,763
30' L x 40' W Hip Full Cantile Double		1200	\$12.84	DT	12	9'	\$15,406
		1200	\$13.01	DT	12	10'	\$15,610
36' L x 38' W Hip Full Cantile Double		1296	\$11.43	DT	12	8'	\$14,611
		1296	\$11.72	DT	12	10'	\$15,195
36' L x 40' W Hip Full Cantile Single		1440	\$11.23	DT	12	9'	\$16,167
	1440	\$11.37	DT	12	10'	\$16,376	
Tri Truss Single Hip 206.5	18' L x 27' W Tri Truss Single (18' Projection)	486	\$18.82	DT	10	8'	\$9,149
		486	\$21.35	DT	10	10'	\$10,374
	20' L x 30' W Tri Truss Single (20' Projection)	600	\$16.46	DT	12	9'	\$8,874
		600	\$17.79	DT	12	10'	\$10,675
	20' L x 36' W Tri Truss Single (20' Projection)	720	\$17.81	DT	12	9'	\$12,677
		720	\$19.01	DT	12	10'	\$13,685
Tri Truss Double Hip 207.5	27' L x 36' W Tri Truss Double (18' each side)	972	\$14.56	DT	12	9'	\$14,153
		972	\$15.25	DT	12	10'	\$14,820
	30' L x 40' W Tri Truss Double (20' each side)	1200	\$13.47	DT	12	9'	\$16,168
		1200	\$13.64	DT	12	10'	\$16,370
	36' L x 40' W Tri Truss Double (20' each side)	1440	\$13.10	DT	12	9'	\$18,864
	1440	\$14.18	DT	12	10'	\$20,420	
T Arch Single 209.1	30' L x 20' W	600	\$31.81	DT		10' or 12'	\$19,028
T Arch Single Joined 308.1	120' L x 20' W	1200	\$19.76	DT		10' or 12'	\$23,715
T Arch Single Joined Custom	100' L x 20' W	1000	\$18.84	DT		10' or 12'	\$24,094
T Arch Single Joined Custom	120' L x 20' W	2400	\$18.50	DT		10' or 12'	\$44,405
Full Arch Custom (Waterproof 702)	40' x 60' (4 columns)	2400	\$42.12	DT		10'	\$101,084
	40' x 80' (6 columns)	3200	\$42.12	DT		10'	\$134,781
	40' x 100' (8 columns)	4000	\$42.04	DT		10'	\$169,147



BUYBOARD 423-13

PRICE LIST

4/12/2013

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- F.O.B. Dallas
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- DT = Dedicated Truck

Name of Structure	Unit Size (Length x Width)	sq ft	psf	weight	Foundation Type	post height	selling price
SUSPENDED STRUCTURES							
Full Arch Custom	40' x 80' (4 columns)	2400	\$35.80		DT	10'	\$85,921
(Shadeure)	40' x 80' (5 columns)	3200	\$35.80		DT	10'	\$114,564
	40' x 100' (8 columns)	4000	\$35.73		DT	10'	\$142,925
Center Bow Sgl Cantl 213.1	18' x 27' Single	486	\$27.81		CALL	10'	\$13,514
Center Bow Dbl Cantl 214.1	36' x 27' Double	972	\$20.70		CALL	12'	\$20,121
Cantl Sgl Wing 216.1	18' x 20' Single	360	\$28.47		CALL	13'	\$10,247
Cantl Dbl Wing 217.1	18' x 20' Double (36x20)	720	\$23.19		CALL	13'	\$16,698
WEATHER PROTECTOR STRUCTURES							
WP E-Style Hip 423.1	WP 1020	200	CALL	CALL		8'	CALL
		200	CALL	CALL		10'	\$10,603
		280	CALL	CALL		12'	CALL
	WP 1818	324	CALL	CALL		8'	CALL
		324	\$39.52	CALL		10'	\$12,804
		324	CALL	CALL		12'	CALL
	WP 2020	400	CALL	CALL		8'	CALL
		400	\$36.28	CALL		10'	\$14,512
		400	CALL	CALL		12'	CALL
	WP 2030	600	CALL	CALL		8'	CALL
		600	\$33.24	CALL		10'	\$19,942
		600	CALL	CALL		12'	CALL
	WP 2525	625	CALL	CALL		8'	CALL
		625	\$34.22	CALL		10'	\$21,385
		625	CALL	CALL		12'	CALL
	WP 3030	900	CALL	CALL		8'	CALL
		900	\$29.81	CALL		10'	\$26,923
		900	CALL	CALL		12'	CALL
WP Tri Truss Cantl Sgl Hip 212.1	WP 1020	200	CALL	CALL		12'	CALL
	WP 2030	800	CALL	CALL		12'	CALL
WP Tri Truss Cantl Dbl Hip Custom	WP 1040	400	CALL	CALL		12'	CALL
	WP 2060	1200	CALL	CALL		12'	CALL
Cabana							
Cancun 421.1	10' x 10'	100	\$135.48	CALL		8'	\$13,548
	12' x 12'	144	\$104.33	CALL		8'	\$15,024
	15' x 15'	225	\$88.50	CALL		8'	\$19,463
NEW PRODUCTS							
MESH							
Panorama (Single Wide) 220.1	23' L x 27' W	621	\$26.14	4000	9	10'	\$16,233
Kyrene 223.1	12' L x 84' W	1008	\$18.98	4900	4	10'	\$17,113
WATERPROOF							
Hip w. Cable 425.1	18' L x 27' W	486	\$13.80	774	4	8'	\$6,708
Pyramid w. Cable 426.1	20' L x 20' W	400	\$18.35	761	4	8'	\$7,339
Hip w. Perimeter Bar	20' L x 20' W	400	\$19.13	1155	4	8'	\$7,651
Single Post Pyramid w. Cable 111.1	14' L x 14' W	196	\$22.74	504	2	8'	\$4,458
Two Post Hip w. Cable 218.1	14' L x 22' W	308	\$19.99	564	2	8'	\$6,157
Panorama (Single Wide) 220.1	23' L x 27' W	621	\$35.29	4200	9	10'	\$21,915
MODULAR (MESH)							
Aurora	12' L x 12' W	144	\$30.86	call	4		\$5,714
	16' L x 16' W	256	\$28.75	call	4		\$7,360
	20' L x 20' W	400	\$23.79	call	9		\$9,505
Twilite (4 Point)	12' L x 12' W	144	\$30.87	call	4		\$4,445
	16' L x 16' W	256	\$25.51	call	4		\$6,530
	20' L x 20' W	400	\$23.37	call	9		\$9,349
Solana	12' L x 12' W	144	\$52.87	call	4		\$7,613
	16' L x 16' W	256	\$30.54	call	4		\$10,123
	20' L x 20' W	400	\$43.89	call	9		\$17,557
MODULAR (D.T.F.E.)							
Aurora	12' L x 12' W	144	\$54.42	call	4		\$7,836
	16' L x 16' W	256	\$38.35	call	4		\$9,819
	20' L x 20' W	400	\$32.86	call	9		\$13,144
Twilite (4 Point)	12' L x 12' W	144	\$50.35	call	4		\$7,250
	16' L x 16' W	256	\$38.75	call	4		\$9,919
	20' L x 20' W	400	\$34.92	call	9		\$13,966
Solana	12' L x 12' W	144	\$79.72	call	4		\$11,480
	16' L x 16' W	256	\$40.41	call	4		\$10,344
	20' L x 20' W	400	\$39.57	call	9		\$15,829
MODULAR (D.T.F.E.)							
Aurora	12' L x 12' W	144	\$73.61	call	4		\$10,600
	16' L x 16' W	256	\$62.62	call	4		\$16,030
	20' L x 20' W	400	\$52.75	call	9		\$21,102
Twilite (4 Point)	12' L x 12' W	144	\$71.72	call	4		\$10,328
	16' L x 16' W	256	\$58.35	call	4		\$14,838
	20' L x 20' W	400	\$52.65	call	9		\$21,051
Solana	12' L x 12' W	144	\$72.26	call	4		\$10,406
	16' L x 16' W	256	\$63.16	call	4		\$16,169
	20' L x 20' W	400	\$59.46	call	9		\$23,704



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Name of Structure	Unit Size (Length x Width)	sq ft	psf	weight	Foundation Type	post height	selling price
Fabric Replacement (assumes single color, includes cable and clamps)							
Regular Shadesure Fabric							
0 - 200 square feet	Variable	Variable	\$3.49	CALL	N/A	N/A	\$3.49
200 - 400 square feet	Variable	Variable	\$2.54	CALL	N/A	N/A	\$2.54
400 - 900 square feet	Variable	Variable	\$2.42	CALL	N/A	N/A	\$2.42
More than 900 square feet	Variable	Variable	\$2.25	CALL	N/A	N/A	\$2.25
Minimum charge for any top	Variable	Variable	\$499.00	CALL	N/A	N/A	\$499.00
Hexagons	Variable	Variable	\$0.00	CALL	N/A	N/A	\$0.00
Octagons	Variable	Variable	\$0.00	CALL	N/A	N/A	\$0.00
Sandton	Variable	Variable	\$532 each	CALL	N/A	N/A	\$532 each
Coolbrella	Variable	Variable	\$1,058 each	CALL	N/A	N/A	\$1,058 each
Candy Cane	Variable	Variable	\$503 each	CALL	N/A	N/A	\$503 each
Lifeguard	Variable	Variable	\$414 each	CALL	N/A	N/A	\$414 each
Funbrella (Anchor) - 20'	Variable	Variable	\$1,035 each	CALL	N/A	N/A	\$1,035 each
Telebrella	Variable	Variable	\$2,495.00	CALL	N/A	N/A	\$2,495.00
Waves (with more than one color)	Variable	Variable	\$3.49	CALL	N/A	N/A	\$3.49
Sails	Variable	Variable	\$4.20	CALL	N/A	N/A	\$4.20
Multi color fabric replacement	Variable	Variable	CALL	CALL	N/A	N/A	CALL
Fire Rated Shadesure Fabric							
0 - 200 square feet	Variable	Variable	\$4.35	CALL	N/A	N/A	\$4.35
200 - 400 square feet	Variable	Variable	\$3.31	CALL	N/A	N/A	\$3.31
400 - 900 square feet	Variable	Variable	\$3.19	CALL	N/A	N/A	\$3.19
More than 900 square feet	Variable	Variable	\$2.96	CALL	N/A	N/A	\$2.96
Hexagons	Variable	Variable	\$0.00	CALL	N/A	N/A	\$0.00
Octagons	Variable	Variable	\$0.00	CALL	N/A	N/A	\$0.00
Sandton	Variable	Variable	\$718 each	CALL	N/A	N/A	\$718 each
Coolbrella	Variable	Variable	\$1,324 each	CALL	N/A	N/A	\$1,324 each
Candy Cane	Variable	Variable	\$629 each	CALL	N/A	N/A	\$629 each
Lifeguard	Variable	Variable	\$520 each	CALL	N/A	N/A	\$520 each
Funbrella (Anchor) - 20'	Variable	Variable	\$1,177 each	CALL	N/A	N/A	\$1,177 each
Waves (with more than one color)	Variable	Variable	\$4.35	CALL	N/A	N/A	\$4.35
Sails	Variable	Variable	\$4.69	CALL	N/A	N/A	\$4.69
Multi color fabric replacement	Variable	Variable	Call for Quote	CALL	N/A	N/A	Call for Quote
Logos							
Minimum charge	Variable	Variable	\$385.00	CALL	N/A	N/A	\$385.00
Lettering - up to 24" (per letter)	Variable	Variable	\$38.50	CALL	N/A	N/A	\$38.50
Lettering - 24" to 36" (per letter)	Variable	Variable	\$49.50	CALL	N/A	N/A	\$49.50
Lettering - larger than 36"	Variable	Variable	Call for Quote	CALL	N/A	N/A	Call for Quote
Backgrounds (minimum charge of \$100)	Variable	Variable	\$4.40 per square foot	CALL	N/A	N/A	\$4.40 per square foot
Custom Logo	Variable	Variable	Call for Quote	CALL	N/A	N/A	Call for Quote
Fabric Panels and Side Curtains (no warranty provided)							
Minimum charge	Variable	Variable	\$250.00	CALL	N/A	N/A	\$250.00
Panel with grommets every 6"	Variable	Variable	\$3.98	CALL	N/A	N/A	\$3.98
Panel with grommets every 12"	Variable	Variable	\$3.45	CALL	N/A	N/A	\$3.45
Side Curtains	Variable	Variable	\$4.95 per square foot	CALL	N/A	N/A	\$4.95 per square foot
Sails	Variable	Variable	\$4.20	CALL	N/A	N/A	\$4.20
Quick Release System							
Internal Quick Release (2 units per structure)	N/A	N/A	\$500.00	CALL	N/A	N/A	\$500.00
External Quick Release (4 units per structure)	N/A	N/A	\$500.00	CALL	N/A	N/A	\$500.00
Superspan Quick Release (4 units per structure)	N/A	N/A	\$1,750.00	CALL	N/A	N/A	\$1,750.00
Adding additional units for extended top							
(standard 4 post units only not Cantilevers)							
Less than width of 20ft to make an extended top	Less than width of 20'	N/A	\$200.00				\$200.00
Greater than width of 20ft to make an extended top	Greater than width of 20'	N/A	Call for Quote				Call for Quote
Note: Installation will be quoted per project.							



Parks/Recreation Equipment and Field Lighting Products-Proposal Invitation No. 423-13

*(Catalogs/Pricelists must be submitted with Proposal or Proposal will not be considered.)

Item No.	Short Description	Full Description	Discount (%) Off Catalog/Pricelist or Pricelist	Catalog/Pricelist Name	Exceptions to Catalog Discount
6	Discount (%) Off Catalog/Pricelist for: Playground Equipment	For all Playground Equipment, Attachments & Accessories -- please state the Discount (%) Off Catalog/Pricelist			
7	Discount (%) Off Catalog/Pricelist for: Playground Sports Equipment	For all Playground Sports Equipment -- please state the Discount (%) Off Catalog/Pricelist or Pricelist			
8	Discount (%) Off Catalog/Pricelist for: Playground & Park Amenities	For all Playground & Park Amenities including tables, benches, litter receptacles, bike racks, etc. -- please state the Discount (%) Off Catalog/Pricelist or Pricelist			
9	Discount (%) Off Catalog/Pricelist for: Playground Safety Surfacing	For all Playground Safety Surfacing Products -- please state the Discount (%) Off Catalog/Pricelist or Pricelist			
10	Discount (%) Off Catalog/Pricelist for: Shade Canopies & Structures	For All Shade Canopies & Structures, Attachments & Accessories -- please state the Discount (%) Off Catalog/Pricelist or Pricelist	3%	April 2012 USA Shade & Fabric Structures, Inc	N/A
11	Discount (%) Off Catalog/Pricelist for: Signage & Marquees	For all Signage Products including Marquees, Attachments & Accessories -- please state the Discount (%) Off Catalog/Pricelist or Pricelist			
12	Discount (%) Off Catalog/Pricelist for: Skate Parks	For All Skate Park Products, Attachments & Accessories -- please state the Discount (%) Off Catalog/Pricelist or Pricelist			
13	Discount (%) Off Catalog/Pricelist for: Water Parks	For All Water Park Products, Attachments & Accessories -- please state the Discount (%) Off Catalog/Pricelist or Pricelist			
14	Discount (%) Off Catalog/Pricelist for: All Other Parks & Recreation Equipment/ Products	For All Other Parks & Recreation Equipment/ Products -- please state the Discount (%) Off Catalog/Pricelist or Pricelist			

PROPOSAL NOTE

1. *Required to be submitted with proposal

Corporate Headquarters

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USA SHADE
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West Coast Headquarters

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Marketing Strategy for BuyBoard 2013

1.0 Executive Summary

Sun Ports, Shade Structures, FabriTec Structures and Vehicle Protection Structures (VPS) are the premier brands of USA SHADE & Fabric Structures, Inc. Sun Ports and Shade Structures focus on modular shade structures, FabriTec specializes in tensioned fabric structures and VPS focuses on hail protection for the automotive industry. USA SHADE is the largest and most capable shade and fabric structure company in the world. This marketing plan illustrates our market segments and the strategies we are employing to get customers and create a solid revenue stream. We have installed over 200,000 structures nationwide in an unparalleled diversity of market segments. The selection of a company to provide shade and weather protection is a critical decision. As the proven leader in the shade industry, USA SHADE offers products and services that competitors are simply unable to match. With in-house experts in Design, Engineering, Fabrication, Manufacturing, Project Management and Construction, USA SHADE are the leaders, innovators and the one's to trust.

1.1 Vision

For over 20 years, USA Shade & Fabric Structures, Inc. have been the proven leaders in fabric structure design and technology. We have achieved this through an unyielding commitment to innovation and excellence and are dedicated to remaining a ground breaking, cutting-edge company for many years to come.

As a vertically integrated business, we offer our clients the comprehensive resources that lead to successful projects and lasting partnerships. From design development to engineering, manufacturing, project management, and construction, we are the single source for your shade and fabric structure solutions. We consistently outperform our competitors because our employees are the best trained, most experienced and well-equipped professionals in the industry.

1.2 Objectives

1. Increase BuyBoard sales through promotion of the BuyBoard at tradeshow we attend and exhibit .
2. Increase BuyBoard sales through promotion of BuyBoard via our 5 websites
3. Increase BuyBoard sales through promotion of BuyBoard through our direct sales force

2.0 Target Markets

Our ideal customer is anyone looking to get out of the sun for various reasons of protection. Our customer is concerned about the long term durability of the product and how it will hold up over time due to UV exposure



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and potential vandalism. Our customer base is founded primarily in parks, playgrounds, and schools. Our clients range from the head of the PTO to the architect, the general contractor, the principal, the maintenance department, the school administration, and the end user.

2.1 Market Definition and Segmentation

- Parks & Recreation
- Schools & Daycare
- Athletic Facilities
- Aquatics Facilities
- Custom / Architectural Projects

2.2 Target Market Segment Strategy

Parks & Recreation – Very few products help save lives, add color and vibrancy to the local landscape, and are fun all at the same time. Yet that is exactly what our products do! We have successfully completed numerous projects for parks and recreation areas where children are especially vulnerable to the harmful effects of the sun. Our modular and custom structures provide shade, generate cooler temperatures, assist in the prevention of sun burn, heat stroke and skin cancer while extending the life of recreational equipment.

Schools & Daycare - Very few products help save lives, add color and vibrancy to the local landscape, and are fun all at the same time. Yet that is exactly what our products do! We have successfully completed numerous projects for parks and recreation areas where children are especially vulnerable to the harmful effects of the sun. Our modular and custom structures provide shade, generate cooler temperatures, assist in the prevention of sun burn, heat stroke and skin cancer while extending the life of recreational equipment. Our “UV Man” logo symbolizes our commitment to safety and fun in the sun.

Athletic Facilities / Aquatic Facilities / Custom/Architectural Projects – Our brands are the proven leaders in the shade structure industry since it's foundation in the early 1990's. We have successfully completed projects nationwide in an unparalleled diversity of market segments – everything from amphitheaters to zoos. The staff maintains an enthusiastic dedication to total service. We recognize that every project is unique and every client is a valued partner. As we have grown, so have our ideas, innovations and capabilities. Our modular structures provide durable, cost-effective shade and weather protection while our custom structures can provide a striking transformation to any outdoor area. With design and manufacturing capabilities second to none, we will continue to develop unique and specific solutions for our clients.



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2.3 Distribution Channels

Our products are currently sold through several distribution channels. The primary channel for USA Shade is our direct sales force which we have placed in strategic markets such as Houston, Dallas, and Austin here in the Texas market. We also have offices in Costa Mesa, CA, Las Vegas, NV, Phoenix, AZ, and Naples, FL. Markets where we don't have direct representation and some markets where we do we also have distributors. Our distributors are primarily playground based representative firms that sell our shade products. We also sell to most of the major playground manufacturers and supply them a private label line as well as integrated shade that is connected to the playground equipment itself.

2.4 Competitive Forces

There are many shade manufacturers in the market place however few have been in business for more than 10 years. Staying power in this industry equates to the actual value of the warranty if and when it is needed. The major differences in our competition lie in the engineering areas and affect things like steel sizing and thicknesses and foundation sizes which we refuse to compromise in any of those areas. Our products stand the test of time and our service backs our products even more.

2.5 Communications

We will leverage social media and word of mouth along with our trade show promotion of BuyBoard. Platforms such as Twitter, Facebook, FlickrR, and YouTube will also be utilized when promoting BuyBoard on any of our existing five websites. We also utilize press releases and news announcements for many of our newly completed projects. We have also begun sending out a quarterly newsletter to our customers where in which we promote BuyBoard.

Sincerely,

Marc Shellshear
SVP Sales Administration

Cc: Wade White, SVP Central Sales
Steve Wilson, VP Company Sales

