



**COUNTY OF HENRICO  
DEPARTMENT OF FINANCE  
PURCHASING DIVISION  
CONTRACT EXTRACT  
NOTICE OF AWARD/RENEWAL**

DATE:	August 8, 2024
CONTRACT COMMODITY/SERVICE: <i>(include contracting entity if cooperative)</i>	Pavement Marking Materials
CONTRACT NUMBER:	2571A
COMMODITY CODE:	801.49
CONTRACT PERIOD:	September 1, 2024 through August 31, 2025
RENEWAL OPTIONS:	3 One-year Renewals
USER DEPARTMENT:	Public Works
Contact Name:	Matthew Mawyer
Phone Number:	804-727-8282
Email Address:	maw001@henrico.gov
HENRICO COOPERATIVE TERMS INCLUDED:	Yes
SUPPLIER: Name:	Korman Signs, Inc.
Address:	3029 Lincoln Avenue
City, State:	Henrico, VA 23228
Contact Name:	Sarah Korman Boutwell
Phone Number:	804-272-6050
Email address:	websales@kormansigns.com
ORACLE SUPPLIER NUMBER:	6343
BUSINESS CATEGORY:	Woman Owned
PAYMENT TERMS:	Net 30
DELIVERY:	As needed and requested
FOB:	Destination
BUYER: Name:	Beverly J. Mitchell, VCA, VCO
Title:	Procurement Analyst II
Phone:	804-501-5690
Email:	mit098@henrico.gov

This contract is the result of a competitive solicitation issued by the Department of Finance, Purchasing Division. A requisition must be generated for all purchases made against this contract and the requisition must reference the contract number.



COMMONWEALTH OF VIRGINIA  
**County of Henrico**

DEPARTMENT OF FINANCE  
Oscar Knott, CPP, CPPO, NIGP-CPP, VCO  
Purchasing Director

June 27, 2024

Sarah Korman Boutwell  
Korman Signs, Inc.  
3029 Lincoln Avenue  
Henrico, VA 23228

**RE: Contract # 2571A – Pavement Marking Materials**

Dear Ms. Boutwell:

The annual contract the County has with your company to provide **Pavement Marking Materials** is due to expire on **August 31, 2024**. Under the terms of the original agreement, this contract may be renewed for an additional one-year period from **September 1, 2024** through **August 31, 2025**.

The County would like to renew this contract at current contract pricing. Please complete the information requested and return via email.

Following receipt of this information, the County will determine whether it is in our best interest to renew the contract or re-solicit. In addition, if you agree to renew the contract for an additional one-year period, please instruct your insurance agent to provide to my attention a current copy of a certificate of insurance. **Be sure the certificate lists the County as additional insured for the contract work.**

If you have any questions, please call me at (804) 501-5690 or email me at [mit098@henrico.us](mailto:mit098@henrico.us). Your cooperation and prompt response will be appreciated.

Sincerely,

Beverly Mitchell, VCA, VCO  
Procurement Analyst II

**CONTRACT # 2571A**

**BUYER NAME: Beverly Mitchell**

**Except for the changes provided herein, all other terms and conditions of this contract remain unchanged and in full force and effect. Please check one of the following:**

☒ Yes. Renew the contract for an additional one-year period at current contract pricing.

☐ Yes. Renew the contract for an additional one-year period at new contract pricing.  
(list below or attach new pricing sheet)

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☐ No. Do not wish to renew the contract. If no, please provide reason below.

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Company Name: Korman Signs, Inc.

Date: 8/5/24

Signature: Sarah Korman Zentwell

Title: President

Telephone#: 800-296-6050

Email: sarah@korman-signs.com

SCC#: 016-1113-6

**Appendix A (Current Pricing Below)**

**APPENDIX A  
PRICE SCHEDULE  
CONTRACT 2571A  
PAVEMENT MARKING MATERIALS**

Lot 1

**Minimum Initial Retroreflective Brightness:**

<b>380I ES</b>	Dry
Entrance Angle	88.76°
Observation Angle	1.05
Minimum Retroreflective Luminance	500

Item	Description	Pricing
<b>380I ES</b>		
Brand		3M
Model#		380IES
<b>PRICE PER SQUARE FOOT:</b>		<b>\$9.06</b>
1	4" x 100 Yards	
	Per Roll	\$906.00
2	12" x 30 Yards	
	Per Roll	\$815.00
3	24" x 30 Yards	
	Per Roll	\$1,630.00

**Minimum Initial Retroreflective Brightness:**

<b>381 ES</b>	Dry
Entrance Angle	88.76°
Observation Angle	1.05
Minimum Retroreflective Luminance	300

Item	Description	Pricing
<b>381 ES</b>		
Brand		3M
Model#		381ES
<b>PRICE PER SQUARE FOOT:</b>		<b>\$9.06</b>
4	4" x 100 Yards	
	Per Roll	\$906.00
5	12" x 30 Yards	
	Per Roll	\$815.00
6	24" x 30 Yards	
	Per Roll	\$1,630.00

**Minimum Initial Retroreflective Brightness:**

<b>L380I ES</b>	Dry
Entrance Angle	88.76°
Observation Angle	1.05
Minimum Retroreflective Luminance	500

Item	Description	Pricing
<b>L380I ES</b>		
Brand		3M
Model#		L380I ES
<b>PRICE PER SQUARE FOOT:</b>		<b>\$9.36</b>
7	4" x 25 Yards	
	Per Roll	\$234.00
8	SMS-L380IES-K4	
	Per Roll	\$395.00
9	SMS-L380IES-LK6	
	Per Roll	\$698.00
10	SMS-L380IES-RK6	
	Per Roll	\$698.00

Lot 2

**Minimum Initial Retroreflective Brightness:**

<b>A380 AW</b>	<b>Dry</b>	<b>Wet &amp; Rainy</b>
Entrance Angle	88.76°	88.76°
Observation Angle	1.05	1.05
Minimum Retroreflective Luminance	500	250

Item	Description	Pricing
<b>A380 AW</b>		
Brand	3M	
Model#	A380 AW	
<b>PRICE PER SQUARE FOOT:</b>		<b>\$9.06</b>
11	4" x 70 Yards	
	Per Roll	\$634.00
12	12" x 25 Yards	
	Per Roll	\$680.00
13	24" x 25 Yards	
	Per Roll	\$1,360.00

**Minimum Initial Retroreflective Brightness:**

<b>A381 AW</b>	<b>Dry</b>	<b>Wet &amp; Rainy</b>
Entrance Angle	88.76°	88.76°
Observation Angle	1.05	1.05
Minimum Retroreflective Luminance	300	200

Item	Description	Pricing
<b>A381 AW</b>		
Brand	3M	
Model#	A381AW	
<b>PRICE PER SQUARE FOOT:</b>		<b>\$9.06</b>
14	4" x 70 Yards	
	Per Roll	\$634.00
15	12" x 25 Yards	
	Per Roll	\$680.00
16	24" x 25 Yards	
	Per Roll	\$1,360.00

Item	Description	Pricing
<b>L380 AW</b>		
Brand	3M	
Model#	L380AW	
<b>PRICE PER SQUARE FOOT:</b>		<b>\$9.36</b>
17	4" x 25 Yards (White Lined)	
	Per Roll	\$234.00

**Minimum Initial Retroreflective Brightness:**

<b>A270 ES</b>	Dry
Entrance Angle	88.76°
Observation Angle	1.05
Minimum Retroreflective Luminance	300

Item	Description	Pricing
<b>A270 ES</b>		
Brand		3M
Model#		A270ES
<b>PRICE PER SQUARE FOOT:</b>		<b>\$4.95</b>
18	12" x 20 Yards	
	Per Roll	\$446.00
19	16" x 30 Yards	
	Per Roll	\$594.00
20	24" x 30 Yards	
	Per Roll	\$872.00
21	4" x 100 Yards	
	Per Roll	\$495.00

Item	Description	Pricing
<b>270 ES, Legends &amp; Symbols</b>		
Brand		3M
MODEL#		A270ES
<b>PRICE PER SQUARE FOOT:</b>		<b>N/A</b>
22	SMS-L270ES-RA (Right Arrow)	
	Per Pack	\$458.00
23	SMS-L270ES-SA (Straight Arrow)	
	Per Pack	\$326.00
24	SMS-L270ES-LA (Left Arrow)	
	Per Pack	\$458.00
25	SMS-L270ES-ST (Stop Legend 8')	
	Per Pack	\$456.00
26	SMS-L270ES-AH (Ahead Legend 8')	
	Per Pack	\$534.00
27	SMS-L270ES-ON (Only Legend 8')	
	Per Pack	\$366.00
28	SMS-L270ES-XI (Xing Legend 8')	
	Per Pack	\$446.00
29	SMS-L270ES-SC (School 8')	
	Per Pack	\$636.00
30	SMS-L270ES-R (Letter R x 2)	
	Per Pack	\$280.00
31	SMS-L270ES-RX (Railroad Xing Symbol)	
	Per Pack	\$955.00
32	SMS-L270ES-K4 (Bicycle Symbol 4 Ft, Pack of 2)	
	Per Pack	\$280.00
33	SMS-L270ES-LK6 (Bicycle Symbol 6 Ft, Pack of 2)	
	Per Pack	\$448.00
34	SMS-L270ES-RK6 (Bicycle Symbol 6 Ft, Pack of 2)	
	Per Pack	\$448.00

Lot 4

**Minimum Initial Retroreflective Brightness:**

<b>A710 White</b>	<b>Dry</b>	<b>Wet &amp; Rainy</b>
Entrance Angle	88.76°	88.76°
Observation Angle	1.05	1.05
Minimum Retroreflective Luminance	500	250

Item	Description	Pricing
<b>A710 White</b>		
Brand	3M	
Model#	A710 White	
<b>PRICE PER SQUARE FOOT:</b>		<b>\$3.80</b>
35	4" x 120 Yards	
	Per Roll	\$456.00

**Minimum Initial Retroreflective Brightness:**

<b>A711 Yellow</b>	<b>Dry</b>	<b>Wet &amp; Rainy</b>
Entrance Angle	88.76°	88.76°
Observation Angle	1.05	1.05
Minimum Retroreflective Luminance	300	200

Item	Description	Pricing
<b>A711 Yellow</b>		
Brand	3M	
Model#	A711 Yellow	
<b>PRICE PER SQUARE FOOT:</b>		<b>\$3.80</b>
36	4" x 120 Yards	
	Per Roll	\$456.00

Lot 5

Item	Description	Pricing
<b>A715 Black</b>		
Brand	3M	
Model#	A715 Black	
<b>Price Per Square FOOT:</b>		<b>\$4.20</b>
37	6" x 40 Yards	
	Per Roll	\$252.00

Lot 6

Item	Description	Pricing
38	Primer P-50 or approved equal	
	Per 5 gallon container	\$344.00
39	RPM PSA-290-W One Way White or approved equal	
	Per Carton	\$138.00
40	RPM PSA-291-2Y Two Way Yellow or approved equal	
	Per Carton	\$138.00



COMMONWEALTH OF VIRGINIA  
**County of Henrico**

**Goods Contract**  
**Contract No. 2571A**

This Goods Contract (this "Contract") entered into this 22<sup>nd</sup> day of August 2023, by the County of Henrico, Virginia (the "County") and Korman Signs, Inc., a Virginia corporation, and its successors it assigns (the "Contractor").

**SCOPE OF CONTRACT:** The Contractor shall furnish all materials, equipment, and labor necessary to provide Pavement Marking Materials to the County as set forth in the Contract Documents.

**COMPENSATION:** The compensation the County will pay to the Contractor under this Contract shall be the Price Schedule included with this contract as Appendix A. Prices will remain firm for the contract term.

**CONTRACT TERM:** The Contract term shall be from the contract execution date through August 31, 2024. The County may renew the Contract for up to 4 one-year terms giving 30 days' written notice before the end of the term unless Contractor has given the County written notice that it does not wish to renew at least 90 days before the end of the term.

**CONTRACT DOCUMENTS:** This Contract hereby incorporates by reference the documents listed below (the "Contract Documents") which shall control in the following descending order:

1. This Goods Contract between the County and Contractor.
2. Invitation for Bid No. 23-2571-8BJM, dated August 2, 2023 (as modified by any addenda).
3. The Contractor's bid dated August 8, 2023.

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

Korman Signs, Inc.  
3029 Lincoln Avenue  
Henrico, VA 23228

  
Signature

Sarah Korman Boutwell  
President

8/22/23  
Date

County of Henrico, Virginia  
P.O. Box 90775  
Henrico, VA 23273-0775

  
Signature

Oscar Knott, CPP, CPPO, VCO  
Purchasing Director

08/28/2023  
Date

Approved as to form

 8-27-23

Assistant County Attorney