

VENDOR CONTRACT

Between _____ and
(Company Name)

THE INTERLOCAL PURCHASING SYSTEM (TIPS)

For

GENERAL SERVICES

CONTRACT NUMBER 1042816

General Information

The vendor contract shall include the contract, the terms and conditions, special terms and conditions, any agreed upon amendments, as well as all of the sections of the solicitation and the awarded vendor's proposal. Once signed, if an awarded vendor's proposal varies or is unclear in any way from the TIPS contract, TIPS, at its sole discretion, will decide which provision will prevail. Other documents to be included are the awarded vendor's proposals, task orders, purchase orders and any adjustments which have been issued.

The following pages will constitute the contract between the successful vendors(s) and TIPS. Bidders shall state, in a separate writing, and include with their proposal response, any required exceptions or deviations from these terms, conditions, and specifications. If agreed to by TIPS, they will be incorporated into the final contract.

The Vendor Contract ("Contract") made and entered into by and between The Interlocal Purchasing System (hereinafter referred to as "TIPS" respectfully) a government cooperative purchasing program authorized by the Region VIII Education Service Center, having its principal place of business at 4845 US Hwy 271 North, Pittsburg, Texas 75686. This contract consists of the provisions set forth below, including provisions of all Attachments referenced herein. In the event of a conflict between the provisions set forth below and those contained in any Attachment, the provisions set forth shall control.

Definitions

PURCHASE ORDER is the TIPS member's approval providing the authority to proceed with the negotiated delivery order under the contract. Special terms and conditions as agreed to between the vendor and TIPS member will be added as addendums to the PO. Items such as certificate of insurance, bonding requirements, small or disadvantaged business goals are some of the addendums possible.

PREMIUM HOURS are defined as those hours not included in regular hours or recognized holidays. Premium hours are to be approved by the TIPS member for each delivery order and noted in the delivery order proposal as a line item during negotiations.

REGULAR HOURS are defined as those hours between the hours of 7 AM and 6 PM Monday thru Friday.

Terms and Conditions

Freight

All deliveries shall be freight prepaid, F.O.B. destination and shall be included in all pricing offered unless otherwise clearly stated in writing.

Warranty Conditions

All supplies equipment and services shall include manufacturer's minimum standard warranty unless otherwise agreed to in writing. Vendor shall be an authorized dealer, distributor or manufacturer for all products. All equipment proposed shall be new unless clearly stated in writing.

Customer Support

The Vendor shall provide timely and accurate customer support to TIPS members. Vendors shall respond to such requests within one (1) working day after receipt of the request. Vendor shall provide training regarding products and services supplied by the Vendor unless otherwise clearly stated in writing at the time of purchase. (Unless training is a line item sold or packaged and must be purchased with product.)

Contracts

All contracts and agreements between Vendors and TIPS Members shall strictly adhere to the statutes that are set forth in the Uniform Commercial Code as most recently revised.

Contracts for purchase will normally be put into effect by means of a purchase order(s) executed by authorized agents of the participating government entities.

Davis Bacon Act requirements will be met when Federal Funds are used for construction and/or repair of buildings.

Tax exempt status

A taxable item sold, leased, rented to, stored, used, or consumed by any of the following governmental entities is exempted from the taxes imposed by this chapter:(1) the United States; (2) an unincorporated instrumentality of the United States; (3) a corporation that is an agency or instrumentality of the United States and is wholly owned by the United States or by another corporation wholly owned by the United States;(4) the State of Texas; (5) a Texas county, city, special district, or other political subdivision; or (6) a state, or a governmental unit of a state that borders Texas, but only to the extent that the other state or governmental unit

exempts or does not impose a tax on similar sales of items to this state or a political subdivision of this state. Texas Tax Code § 151.309.

Assignments of contracts

No assignment of contract may be made without the prior written approval of TIPS. Payment can only be made to the awarded Vendor or vendor assigned dealer.

Disclosures

1. Vendor affirms that he/she has not given, offered to give, nor intends to give at any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor or service to a public servant in connection with this contract.
2. Vendor shall attach, in writing, a complete description of any and all relationships that might be considered a conflict of interest in doing business with participants in the TIPS program.
3. The vendor affirms that, to the best of his/her knowledge, the offer has been arrived at independently, and is submitted without collusion with anyone to obtain information or gain any favoritism that would in any way limit competition or give an unfair advantage over other vendors in the award of this contract.

Renewal of Contracts

The contract is for one (1) year with an option for renewal for 2 consecutive years. Total term of contract can be up to 3 years if sales are reported through the contract and both parties agree.

Shipments

The Vendor shall ship ordered products within five (5) working days after the receipt of the order. If a product cannot be shipped within that time, the Vendor shall notify TIPS and the requesting entity as to why the product has not shipped and shall provide an estimated shipping date, if applicable. TIPS or the requesting entity may cancel the order if estimated shipping time is not acceptable.

Invoices

The Vendor or vendor assigned dealer shall submit invoices, to the TIPS participant. Each invoice shall include the TIPS participant's purchase order number. The shipment tracking number or pertinent information for verification of TIPS participant receipt shall be made available upon request. The Vendor or vendor assigned dealer shall not invoice for partial shipments unless agreed to in writing in advance by TIPS and the TIPS participant.

Payments

The TIPS participant will make payments directly to the Vendor or vendor assigned dealer at net 30 days after receiving invoice.

Pricing

The Vendor contracts to provide pricing to TIPS and its participating governmental entities that is the lowest pricing available to like cooperative purchasing customers and the pricing shall remain so throughout the duration of the contract.

The Vendor agrees to promptly lower the cost of any product purchased through TIPS following a reduction in the manufacturer or publisher's direct cost to the Vendor. Price increases will be honored. However, the Vendor shall honor previous prices for thirty (30) days after written notification to TIPS of an increase.

All pricing submitted to TIPS shall include the participation fee to be remitted to TIPS by the Vendor. Vendor will not show adding the fee to the invoice presented to customer. The normal fee is 2%, but can be negotiated with the Vendor.

Participation Fees

Vendor or vendor assigned dealer contracts to pay the participation fee for all contract sales to TIPS on a monthly scheduled report. Vendor must login to the TIPS database and use the "Submission Report" section to report sales. The Vendor or vendor assigned dealers are responsible for keeping record of all sales that go through the TIPS contract. Failure to pay the participation fee will result in termination of contract. Please contact TIPS at tips@tips-usa.com or call (866) 839-8477 if you have questions about paying fees.

Indemnity

- 1. Indemnity for Personality Contracts.** Vendor agrees to indemnify and hold harmless and defend TIPS, TIPS member(s), officers and employees, from and against all claims and suits for damages, injuries to persons (including death), property damages, losses, and expenses including court costs and attorney's fees, arising out of, or resulting from, Vendor's performance of this contract, including all such causes of action based upon common, constitutional, or statutory law, or based in whole or in part, upon allegations of negligent or intentional acts on the part of the Vendor, its officers, employees, agents, subcontractors, licensees, invitees, whether or not such claims are based in whole or in part upon the negligent acts or omissions of the TIPS, TIPS member(s), officers, employees, or agents.
- 2. Indemnity for Performance Contracts.** The Vendor agrees to indemnify and hold harmless and defend TIPS, TIPS member(s), officers and employees from and against all claims and suits for damages, injuries to persons (including death), property damages, losses, and expenses including court costs and attorney's fees, arising out of, or resulting from, Vendor's work under this contract, including all such causes of action based upon common, constitutional, or statutory law, or based in whole or in part, upon allegations of negligent or intentional acts on the part of the Vendor, its officers, employees, agents, subcontractors, licensees, or invitees. Vendor further agrees to indemnify and

hold harmless and defend TIPS, TIPS member(s), officers and employees, from and against all claims and suits for injuries (including death) to an officer, employee, agent, subcontractor, supplier or equipment lessee of the Vendor, arising out of, or resulting from, Vendor's work under this contract whether or not such claims are based in whole or in part upon the negligent acts or omissions of the TIPS, TIPS member(s), officers, employees, or agents.

Attorney's Fees--Texas Local Government Code § 271.159 is expressly referenced.

Pursuant to §271.159, TEXAS LOC. GOV'T CODE, in the event that any one of the Parties is required to obtain the services of an attorney to enforce this Agreement, the prevailing party, in addition to other remedies available, shall be entitled to recover reasonable attorney's fees and costs of court.

Multiple Vendor Awards

TIPS reserves the right to award multiple vendor contracts for categories when deemed in the best interest of the TIPS membership. Bidders scoring 80% or above will be considered for an award. Categories are established at the discretion of TIPS.

State of Texas Franchise Tax

By signature hereon, the bidder hereby certifies that he/she is not currently delinquent in the payment of any franchise taxes owed the State of Texas under Chapter 171, Tax Code.

Miscellaneous

The Vendor acknowledges and agrees that continued participation in TIPS is subject to TIPS sole discretion and that any Vendor may be removed from the participation in the Program at any time with or without cause. Nothing in the contract or in any other communication between TIPS and the Vendor may be construed as a guarantee that TIPS participants will submit any orders at any time. TIPS reserves the right to request additional proposals for items already on contract at any time.

Purchase Order Pricing/Product Deviation

If a deviation of pricing/product on a purchase order occurs, TIPS is to be notified within 24 hours of receipt of order.

Cancellation for non-performance or contract deficiency

TIPS may terminate any contract if TIPS Members have not used the contract, or if purchase volume is determined to be "low volume" in any 12-month period. TIPS reserves the right to cancel the whole or any part of this contract due to failure by awarded vendor to carry out any obligation, term or condition of the contract. TIPS may issue a written deficiency notice to awarded vendor for acting or failing to act in any of the following:

- Providing material that does not meet the specifications of the contract;

- Providing work and/or material that was not awarded under the contract;
- Failing to adequately perform the services set forth in the scope of work and specifications;
- Failing to complete required work or furnish required materials within a reasonable amount of time;
- Failing to make progress in performance of the contract and/or giving TIPS reason to believe that awarded vendor will not or cannot perform the requirements of the contract; and/or
- Performing work or providing services under the contract prior to receiving a TIPS reviewed purchase order for such work.

Upon receipt of the written deficiency, awarded vendor shall have ten (10) days to provide a satisfactory response to TIPS. Failure to adequately address all issues of concern may result in contract cancellation. Upon cancellation under this paragraph, all goods, materials, work, documents, data and reports prepared by awarded vendor under this contract shall become the property of the TIPS Member on demand.

TIPS Member Purchasing Procedures

Purchase orders are issued by participating TIPS member to the awarded vendor indicating on the PO "Contract Number". Purchase Order is emailed to TIPS at tipspo@tips-usa.com.

- Awarded vendor delivers goods/services directly to the participating member.
- Awarded vendor invoices the participating TIPS member directly.
- Awarded vendor receives payment directly from the participating member.
- Awarded vendor reports sales monthly to TIPS (unless prior arrangements have been made with TIPS to report monthly).

Form of Contract

The form of contract for this solicitation shall be the Request for Proposal, the awarded proposal(s) and best and final offer(s), and properly issued and reviewed purchase orders referencing the requirements of the Request for Proposals. If a vendor submitting an offer requires TIPS and/or TIPS Member to sign an additional agreement, a copy of the proposed agreement must be included with the proposal.

Vendor contract documents: TIPS will review proposed vendor contract documents. Vendor's contract document shall not become part of TIPS's contract with vendor unless and until an authorized representative of TIPS reviews and approves it.

Licenses

Awarded vendor shall maintain in current status all federal, state and local licenses, bonds and permits required for the operation of the business conducted by awarded vendor. Awarded vendor shall remain fully informed of and in compliance with all ordinances and regulations pertaining to the lawful provision of services under the contract. TIPS reserves the right to stop

work and/or cancel contract of any awarded vendor whose license(s) expire, lapse, are suspended or terminated.

Novation

If awarded vendor sells or transfers all assets or the entire portion of the assets used to perform this contract, a successor in interest must guarantee to perform all obligations under this contract. TIPS reserves the right to accept or reject any new party. A simple change of name agreement will not change the contractual obligations of awarded vendor.

Site Requirements (when applicable to service or job)

Cleanup: Awarded vendor shall clean up and remove all debris and rubbish resulting from their work as required or directed by TIPS Member. Upon completion of work, the premises shall be left in good repair and an orderly, neat, clean and unobstructed condition.

Preparation: Awarded vendor shall not begin a project for which TIPS Member has not prepared the site, unless awarded vendor does the preparation work at no cost, or until TIPS Member includes the cost of site preparation in a purchase order.

Site preparation includes, but is not limited to: moving furniture, installing wiring for networks or power, and similar pre-installation requirements.

Registered sex offender restrictions: For work to be performed at schools, awarded vendor agrees that no employee of a sub-contractor who has been adjudicated to be a registered sex offender will perform work at any time when students are or reasonably expected to be present. Awarded vendor agrees that a violation of this condition shall be considered a material breach and may result in the cancellation of the purchase order at the TIPS Member's discretion.

Awarded vendor must identify any additional costs associated with compliance of this term. If no costs are specified, compliance with this term will be provided at no additional charge.

Safety measures: Awarded vendor shall take all reasonable precautions for the safety of employees on the worksite, and shall erect and properly maintain all necessary safeguards for protection of workers and the public. Awarded vendor shall post warning signs against all hazards created by the operation and work in progress. Proper precautions shall be taken pursuant to state law and standard practices to protect workers, general public and existing structures from injury or damage.

Smoking

Persons working under contract shall adhere to local smoking policies. Smoking will only be permitted in posted areas or off premises.

Invoices

The awarded vendor shall submit invoices to the participating entity clearly stating "Per TIPS Contract". The shipment tracking number or pertinent information for verification shall be made available upon request.

Marketing

Awarded vendor agrees to allow TIPS to use their name and logo within website, marketing materials and advertisement. Any use of TIPS name and logo or any form of publicity, inclusive of press release, regarding this contract by awarded vendor must have prior approval from TIPS.

Supplemental agreements

The entity participating in the TIPS contract and awarded vendor may enter into a separate supplemental agreement to further define the level of service requirements over and above the minimum defined in this contract i.e. invoice requirements, ordering requirements, specialized delivery, etc. Any supplemental agreement developed as a result of this contract is exclusively between the participating entity and awarded vendor. TIPS, its agents, TIPS members and employees shall not be made party to any claim for breach of such agreement.

Legal obligations

It is the responding vendor's responsibility to be aware of and comply with all local, state and federal laws governing the sale of products/services identified in this RFP and any awarded contract thereof. Applicable laws and regulations must be followed even if not specifically identified herein.

Audit rights

Awarded Vendor shall, at their sole expense, maintain appropriate due diligence of all purchases made by TIPS Member that utilizes this Contract. TIPS and Region 8 ESC each reserve the right to audit the accounting for a period of three (3) years from the time such purchases are made. This audit right shall survive termination of this Agreement for a period of one (1) year from the effective date of termination. TIPS shall have authority to conduct random audits of Awarded Vendor's pricing that is offered to TIPS Members. Notwithstanding the foregoing, in the event that TIPS is made aware of any pricing being offered to eligible entities that is materially inconsistent with the pricing under this agreement, TIPS shall have the ability to conduct the audit internally or may engage a third-party auditing firm. In the event of an audit, the requested materials shall be provided in the format and at the location designated by Region 8 ESC or TIPS.

Force Majeure

If by reason of Force Majeure, either party hereto shall be rendered unable wholly or in part to carry out its obligations under this Agreement then such party shall give notice and fully particulars of Force Majeure in writing to the other party within a reasonable time after occurrence of the event or cause relied upon, and the obligation of the party giving such notice, so far as it is affected by such Force Majeure, shall be suspended during the continuance of the inability then claimed, except as hereinafter provided, but for no longer period, and such party shall endeavor to remove or overcome such inability with all reasonable dispatch.

Services

When applicable, performance bonds will be required on construction or labor required jobs over \$100,000 and payment bonds on jobs over \$25,000 or awarded vendor will meet the TIPS member's local and state purchasing requirements. Awarded vendors may need to provide additional capacity as jobs increase. Bonds will not require that a fee be paid to TIPS. The actual cost of the bond will be a pass through to the TIPS member and added to the purchase order.

Scope of Services

The specific scope of work for each job shall be determined in advance and in writing between TIPS Member and Awarded vendor. It is okay if the TIPS member provides a general scope, but the awarded vendor should provide a written scope of work to the TIPS member as part of the proposal. Once the scope of the job is agreed to, the TIPS member will issue a PO with the estimate referenced as an attachment along with bond and any other special provisions agreed to for the TIPS member. If special terms and conditions other than those covered within this solicitation and awarded contracts are required, they will be attached to the PO and shall take precedence over those in the base contract.

Project Delivery Order Procedures

The TIPS member having approved and signed an interlocal agreement, or other TIPS membership document, may make a request of the awarded vendor under this contract when the TIPS member has services that need to be undertaken. Notification may occur via phone, the web, email, fax, or in person.

Upon notification of a pending request, the awarded vendor shall make contact with the TIPS member as soon as possible, but must make contact with the TIPS member within two working days.

Scheduling of Projects

Scheduling of projects (if applicable) will be accomplished when the TIPS member issues a purchase order that will serve as "the notice to proceed". The period for the delivery order will include the mobilization, materials purchase, installation and delivery, design, weather, and site cleanup and inspection. No additional claims may be made for delays as a result of these items. When the tasks have been completed the awarded vendor shall notify the client and have the TIPS member inspect the work for acceptance under the scope and terms in the PO. The TIPS member will issue in writing any corrective actions that are required. Upon completion of these items, the TIPS member will issue a completion notice and final payment will be issued.

Support Requirements

If there is a dispute between the awarded vendor and TIPS member, TIPS or its representatives will assist in conflict resolution or third party (mandatory mediation), if requested by either party. TIPS, or its representatives, reserves the right to inspect any project and audit the awarded vendors TIPS project files, documentation and correspondence.

Special Terms and Conditions

It is the intent of TIPS to contract with a reliable, high performance vendor to supply products and services to government and educational agencies. It is the experience of TIPS that the following procedures provide TIPS, the Vendor, and the participating agency the necessary support to facilitate a mutually beneficial relationship. The specific procedures will be negotiated with the successful vendor.

- **Contracts:** All vendor purchase orders must be emailed to TIPS at tipspo@tips-usa.com. Should an agency send an order direct to vendor, it is the vendor's responsibility to forward the order to TIPS at the email above within 24 business hours and confirm its receipt with TIPS.
 - **Promotion of Contract:** It is agreed that Vendor will encourage all eligible entities to purchase from the TIPS Program. Encouraging entities to purchase directly from the Vendor and not through TIPS contract is not acceptable to the terms and conditions of this contract and will result in removal of Vendor from Program. Vendor is expected to use marketing funds for the marketing and promotion of this contract.
 - **Daily Order Confirmation:** All contract purchase orders will be approved daily by TIPS and sent to vendor. The vendor must confirm receipt of orders to the TIPS member (customer) within 24 business hours.
 - **Vendor custom website for TIPS:** If Vendor is hosting a custom TIPS website, then updated pricing must be posted by 1st of each month.
 - **Back Ordered Products:** If product is not expected to ship within 3 business days, customer is to be notified within 24 hours and appropriate action taken based on customer request.
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Check one of the following responses to the General Terms and Special Terms and Conditions:

() We take no exceptions/deviations to the general and/or special terms and conditions.

(Note: If none are listed below, it is understood that no exceptions/deviations are taken.)

() We take the following exceptions/deviations to the general and/or special terms and conditions. All exceptions/deviations must be clearly explained. Reference the corresponding general or special terms and conditions that you are taking exceptions/deviations to. The proposer must clearly state if you are adding additional terms and conditions to the general or special terms and conditions. Provide details on your exceptions/deviations below:

The Interlocal Purchasing System (TIPS Cooperative) Supplier Response

Bid Information		Contact Information		Ship to Information
Bid Creator	Mr. David Mabe General Manager	Address	Region VIII Education Service Center 4845 US Highway 271 North Pittsburg, TX 75686	Address
Email	david.mabe@tips-usa.com	Contact	David Mabe, TIPS Construction Contracts Manager	Contact
Phone	+1 (903) 243-4759	Department		Department
Fax	+1 (866) 749-6674	Building		Building
Bid Number	2042816 Addendum 1	Floor/Room		Floor/Room
Title	Trades, Labor and Materials	Telephone	+1 (866) 839-8477	Telephone
Bid Type	RFP	Fax	+1 (866) 839-8472	Fax
Issue Date	2/1/2016 08:02:00 AM (CT)	Email	bids@tips-usa.com	Email
Close Date	3/11/2016 03:00:00 PM (CT)			
Need by Date				

Supplier Information

Company Binswanger Glass
 Address 965 Ridge Lake Blvd
 Suite 305
 Memphis, TN 38120
 Contact
 Department
 Building
 Floor/Room
 Telephone 1 (800) 365-9922
 Fax 1
 Email
 Submitted 3/10/2016 01:48:57 PM (CT)
 Total \$0.00

By submitting your response, you certify that you are authorized to represent and bind your company.

Signature Chris Mathis

Email cmathis@binswangerglass.com

Supplier Notes

Bid Notes

Bid Activities

Bid Messages

Please review the following and respond where necessary

#	Name	Note	Response
1	Yes - No	Disadvantaged/Minority/Women Business Enterprise - D/M/WBE (Required by some participating governmental entities) Vendor certifies that their firm is a D/M/WBE? Vendor must upload proof of certification to the "Response Attachments" D/M/WBE CERTIFICATES section.	No
2	Yes - No	Highly Underutilized Business - HUB (Required by some participating governmental entities) Vendor certifies that their firm is a HUB? Vendor must upload proof of certification to the "Response Attachments" HUB CERTIFICATES section.	No
3	Yes - No	The Vendor can provide services and/or products to all 50 US States?	No
4	States Served:	If answer is NO to question #3, please list which states can be served. (Example: AR, OK, TX)	TX,OK,KS,NE,LA,AR,MO,GA,TN,SC,NC,VA,C
5	Company and/or Product Description:	This information will appear on the TIPS website in the company profile section, if awarded a TIPS contract. (Limit 750 characters.)	As of January 2015, Binswanger glass has 65 locations in 14 states. Binswanger Glass is one of the largest full-service glass retailers in the United States and is one of the biggest installers of glass and glass-related products for residential and commercial use and is a major installer of Auto replacement glass in the country.
6	Primary Contact Name	Primary Contact Name	Rick Cooper
7	Primary Contact Title	Primary Contact Title	Director of National Accounts
8	Primary Contact Email	Primary Contact Email	glazing@binswangerglass.com
9	Primary Contact Phone	Enter 10 digit phone number. (No dashes or extensions)	901-568-0300
10	Primary Contact Fax	Enter 10 digit phone number. (No dashes or extensions)	
11	Primary Contact Mobile	Enter 10 digit phone number. (No dashes or extensions)	
12	Secondary Contact Name	Secondary Contact Name	Chris Mathis
13	Secondary Contact Title	Secondary Contact Title	National Accounts Estimator
14	Secondary Contact Email	Secondary Contact Email	glazing@binswangerglass.com
15	Secondary Contact Phone	Enter 10 digit phone number. (No dashes or extensions)	901-537-8408
16	Secondary Contact Fax	Enter 10 digit phone number. (No dashes or extensions)	
17	Secondary Contact Mobile	Enter 10 digit phone number. (No dashes or extensions)	
18	Admin Fee Contact Name	Admin Fee Contact Name. This person is responsible for paying the admin fee to TIPS.	Chris Mathis
19	Admin Fee Contact Email	Admin Fee Contact Email	glazing@binswangerglass.com
20	Admin Fee Contact Phone	Enter 10 digit phone number. (No dashes or extensions)	901-537-8408

21	Purchase Order Contact Name	Purchase Order Contact Name. This person is responsible for receiving Purchase Orders from TIPS.	Chris Mathis
22	Purchase Order Contact Email	Purchase Order Contact Email	glazing@binswangerglass.com
23	Purchase Order Contact Phone	Enter 10 digit phone number. (No dashes or extensions)	901-537-8408
24	Company Website	Company Website (Format - www.company.com)	www.binswangerglass.com
25	Federal ID Number:	Federal ID Number also known as the Employer Identification Number. (Format - 12-3456789)	45-2494422
26	Primary Address	Primary Address	965 Ridge Lake Blvd.
27	Primary Address City	Primary Address City	Memphis
28	Primary Address State	Primary Address State (2 Digit Abbreviation)	TN
29	Primary Address Zip	Primary Address Zip	38120
30	Search Words:	Please list search words to be posted in the TIPS database about your company that TIPS website users might search. Words may be product names, manufacturers, or other words associated with the category of award. YOU MAY NOT LIST NON-CATEGORY ITEMS. (Limit 500 words) (Format: product, paper, construction, manufacturer name, etc.)	Glass, Glazing, storefront, doors, windows
31	Yes - No	Do you wish to be eligible to participate in a TIPS contract in which a TIPS member utilizes federal funds on contracts exceeding \$100,000? (Non-Construction) (N/A since this is a construction proposal)	No
32	Yes - No	Certification of Residency (Required by the State of Texas) Company submitting bid is a Texas resident bidder?	No
33	Company Residence (City)	Vendor's principal place of business is in the city of?	Memphis
34	Company Residence (State)	Vendor's principal place of business is in the state of?	TN
35	Felony Conviction Notice:	(Required by the State of Texas) My firm is, as outlined on PAGE 5 in the Instructions to Bidders document: (Questions 36 - 37)	(No Response Required)
36	Yes - No	A publicly held corporation; therefore, this reporting requirement is not applicable?	No
37	Yes - No	Is owned or operated by individual(s) who has/have been convicted of a felony? If answer is YES, a detailed explanation of the name(s) and conviction(s) must be uploaded to the "Response Attachments" FELONY CONVICTION section.	No
38	Pricing Information:	Pricing information section. (Questions 39 - 42)	(No Response Required)
39	Yes - No	In addition to the typical unit pricing furnished herein, the Vendor agrees to furnish all current and future products at prices that are proportionate to Dealer Pricing. If answer is NO, include a statement detailing how pricing for TIPS participants would be calculated in the PRICING document that is uploaded to the "Response Attachments" PRICING section.	Yes
40	Yes - No	Pricing submitted includes the TIPS administration fee?	Yes

41	Yes - No	Vendor agrees to remit to TIPS the required administration fee?	Yes
42	Yes - No	Additional discounts to TIPS members for bulk quantities or scope of work?	Yes
43	Start Time	Average start time after receipt of customer order is ____ working days?	10
44	Years Experience	Company years experience in this category?	143
45	Prices are guaranteed for?	(__ Month(s), __ Year(s), or Term of Contract) (Standard term is "Term of Contract")	Term of Contract

Line Items

Response Total: \$0.00

Federal Requirements for Procurement and Contracting with small and minority businesses, women's business enterprises, and labor surplus area firms.

If the TIPS member anticipate possibly using federal funds for procurement under this potential award and is required to obtain the following compliance assurance.

1. Will you be subcontracting any of your work under this award if you are successful?

(Check one)

YES or NO

2. If yes, do you agree to comply with the following federal requirements? (Check one)

YES or NO

2 CFR §200.321 Contracting with small and minority businesses, women's business enterprises, and labor surplus area firms.

(a) The non-Federal entity must take all necessary affirmative steps to assure that minority businesses, women's business enterprises, and labor surplus area firms are used when possible.

(b) Affirmative steps must include:

- (1) Placing qualified small and minority businesses and women's business enterprises on solicitation lists;
- (2) Assuring that small and minority businesses, and women's business enterprises are solicited whenever they are potential sources;
- (3) Dividing total requirements, when economically feasible, into smaller tasks or quantities to permit maximum participation by small and minority businesses, and women's business enterprises;
- (4) Establishing delivery schedules, where the requirement permits, which encourage participation by small and minority businesses, and women's business enterprises;
- (5) Using the services and assistance, as appropriate, of such organizations as the Small Business Administration and the Minority Business Development Agency of the Department of Commerce ; and
- (6) Requiring the prime contractor, if subcontracts are to be let, to take the affirmative steps listed in paragraphs (1) through (5) of this section.

Company Name BINSWANGER Glass Enterprises

Name of authorized representative Chris Mathis

Signature of authorized representative 

Date 3/10/16

CONTRACT Signature Form

The undersigned hereby proposes and agrees to furnish goods and/or services in compliance with the terms, specifications and conditions at the prices quoted unless noted in writing. The undersigned further certifies that he or she is an authorized agent of the company and has authority to negotiate and contract for the company named below.

Company Name: Binswanger Glass Enterprises
Mailing Address: 965 RidgelaKe Blvd.
City: Memphis
State: TN
Zip: 38120
Telephone Number: 901-537-8408
Fax Number: 901-682-2980
Email Address: glazing@binswangerglass.com
Authorized Signature: Chris Mathis
Printed Name: Chris Mathis
Position: National Accounts Sales & Estimating

This contract is for a total TERM of one year. Vendors shall honor the participation fee for any sales made based on the TIPS contract. Failure to pay the fee will be grounds for termination of contract and will affect the award of future contracts.

Blenda Mc Natt 4/28/16
TIPS Authorized Signature Date

David Wayne Fitts 4/28/16
Approved by Region VIII ESC Date

References

**** Must have at least 3 References. References must be School, City, County, University, State Agency or Other Government.**

General Contractor/Organization	Project	School District/Government Entity	City	State	ISD/Government Contact Name	ISD/Government Contact Phone	General Contractor Contact Name	General Contractor Contact Phone
Nabholz Construction	Truman High School Stadium Upgrades	Independence School District	Independence	MO	Robert Burkey	816-521-5300	Michael Fearster	913-393-6515
Anthony Inman Construction	McNiel Jr High School Addn	Wichita Falls ISD	Wichita Falls	TX	Scott Holliday	940-235-1000	Matt Cunningham	940-322-9000
Barnes & Brower, Inc.	Westhaven Elementary School	Shelby County Schools	Memphis	TN	Procurement Office	901-416-5376	William Durham	901-794-3481
Ratcliff Constructors	Denton County Government Center	Denton County Commissioners Court	Denton	TX	Ron Marchant	972-434-7140	Brian Buck	972-432-9969
Viktor Hall Construction	DeSoto County Sheriff's Office	DeSoto County Board of Supervisors	Hernando	MS	Procurement Office	662-469-8002	Jason Escue	901-323-0333
Texas Christian University	TCU Graduate Housing #C-8	Texas Christian University	Fort Worth	TX	Brian Gutierrez	817-257-7000	Ver Barritt	817-257-5994
Austin Comercial	Texas Health Dallas OnPointe Skilled Nursing	Texas Health Resources	Dallas	TX	Ron Braswell	214-345-5276	Jacob Seyb	469-203-7265
BL Harbert International	Dalton State College Pope Center	Board of Regents University System of Georgia	Dalton	GA	Samson Dyegunle	404-962-3160	Brandon Scott	864-315-2049



**BINSWANGER GLASS
CONTRACT REVIEW TEAM**

2400 White Settlement Road
Fort Worth, TX 76107-1451

Phone 817.332.3714
Fax 817.332.5816

CONTRACTOR LICENSES BY STATE

Binswanger Contractor Licenses					
#	St	Issued	Expires	License #	Classification
1	AR	05/22/15	05/31/16	33275	Glass, Glazing, Doors, Windows, Hardware, Storefronts; bond posted
2	CO	---	---	00000	Not required
3	CT	---	---	00000	Individual Glaziers only (not required for Company)
4	GA	01/01/12	01/01/16	K08665758	Bond posted
5	KS	---	---	00000	Not required
6	LA	07/18/13	07/18/16	57212	Glass, Glazing, Store Fronts, Metal Partitions, Panels and Siding
7	MD	05/13/15	04/30/16	16868812	Out-of-State Contractor
8	MO	---	---	00000	Not required
9	MS	01/14/15	01/14/16	19395-SC	Glass, Glazing, Windows & Skylights
10	NC	01/01/14	12/31/15	54704	Limited: Building
11	NE	06/01/15	06/01/16	23565	Contractor Registration
12	OK	---	---	00000	Not required
13	SC	11/01/14	10/31/16	G117303	General Contractor: IR5 SS5
14	TN	03/31/14	03/31/16	65712	Contractor Registration
15	TX	---	---	00000	Not required
16	VA	01/31/14	01/31/16	2705144322	Class A Contractor: CIC
17	WV	08/27/15	08/27/16	WV051286	Glass and Glazing; bond posted



March 10, 2016

RE: Contractor: Binswanger Enterprises, LLC dba Binswanger Glass Company

McGriff, Seibels & Williams, Inc. has the privilege of handling the surety needs of Binswanger Glass. Westchester Fire Insurance Company provides surety credit for Binswanger Glass. Westchester Fire Insurance Company is licensed to do business in all states with an A.M. Besting Rating of A++ (Superior) and Financial Size Category of XV they have a Federal Treasury Listing of \$90,606,000. Westchester Fire Insurance Company has established a \$6,000,000 single project and \$12,000,000 aggregate program for Binswanger Glass. These should not be construed as maximum limits the surety would consider. Their current bonding rate is \$12.50 flat.

Please note that the decision to issue performance and payment bonds is a matter between Binswanger Glass and their surety company, and will be subject to our standard underwriting terms at the time of the final bond request. This will include, but not be limited to the acceptability of the contract documents, bond forms and financing. We assume no liability to third parties or to you if for any reason we do not execute said bonds.

Sincerely,

Jeffrey M. Wilson
McGriff, Seibels & Williams, Inc.
Sr. Vice President - Surety
(205) 581-9131

Company Profile

Please provide the following:

1. Company's official registered name.
Binswanger Enterprises, LLC dba Binswanger Glass
2. Brief history of your company, including the year it was established.
Binswanger Glass was founded in 1872 by Samuel Binswanger in Richmond, Virginia.

As of January 2015, Binswanger Glass has 65 locations in 14 states. Binswanger Glass is one of the largest full-service glass retailers in the United States and is one of the biggest installers of glass and glass-related products for residential and commercial use and is a major installer of Auto Replacement Glass in the country.

3. Corporate office location.
965 Ridge Lake Blvd, Suite 305
Memphis, TN 38120
4. List the total number of sales persons employed by your organization within the United States, broken down by market. City Service sales Reps 59. Contract sales Reps. 37.
5. List the number of location of offices, or service centers for all states being bid in solicitation. Additionally, list the names of key contacts at each location with title, address, phone and e-mail address.
Please see attached.
6. Please provide contact information for the person(s) who will be responsible for the following areas, including resumes:

A. Sales

Rick Cooper, Director of National Accounts Sales and Development
rcooper@binswangerglass.com
Phone 901-312-8155
Mobile 901-568-0300

B. Sales Support

Chris Mathis, National Accounts Sales and Estimating
cmathis@binswangerglass.com
Phone 901-537-8408
Mobile 901-219-7822

C. Marketing

Rick Cooper, Director of National Accounts Sales and Development

rcooper@binswangerglass.com

Phone 901-312-8155

Mobile 901-568-0300

D. Financial Reporting

Kim Lee, Accounts Receivable

AR@binswangerglass.com

Phone 901-537-8416

E. Executive Support

J.W. Denney, Manager of Contract Operations

idenney@binswangerglass.com

Phone 817-348-8818

Mobile 817-357-0621

7. Define your standard terms of payment.

Net 30.

8. Overall annual sales for the last three (3) years; 2012, 2013, 2014

2015 \$133,263,800

2014 \$124,224,008

2013 \$114,458,000

2012 \$110,562,671

9. What differentiates your company from competitors?

As a Leader in the Glass Industry, Binswanger Glass serves a large spectrum of Commercial, Residential, and Automotive Glass customers. We provide quality products and services at competitive prices, and always seek full Customer satisfaction. Our experienced, committed, and talented management team recruits and develops capable Glaziers and Auto Glass Technicians who always respect the Customer, the Environment, and the Communities in which we live and work.

Our Market driven organization supports our competitive advantage by responding quickly to the needs of our Customers through flexible yet strong Customer Relations. We continuously strive to develop niche markets, value-added products, and innovative services for our Customers. We regard our employees as our most valuable asset, and educate them using a systematic approach to safe methods of performing their duties.

We create value for our stakeholders and constantly strive to meet our goal of being an Industry low-cost producer through developing healthy partnerships with Customers, Vendors, and Suppliers at all levels. Our Customer-oriented focus relies upon creative and innovative service, quality materials and workmanship, and highly reliable dynamic teamwork, to allow continuous growth in the numerous markets in which we participate.

Marketing/Sales

1. Detail how your organization plans to market this contract within the first 90 days of the award date. This should include, but not be limited to:
 - a. A co-branded press release within first 30 days
 - b. Announcement of award through any applicable social media sites
 - c. Direct mail campaigns
 - d. Co-branded collateral pieces
 - e. Advertisement of contract in regional or national publications
 - f. Participation in trade shows
2. Describe how your company will demonstrate the benefits of this contract to eligible entities if awarded.
3. Explain how your company plans to market this agreement to existing government customers.

For responses to 1, 2, and 3, please see attached document Marketing Approach Coop.

4. Provide the revenue that your organization anticipates for the first three (3) years of this agreement.

\$ 139,900,000 _____ in year one

\$ 146,900,000 _____ in year two

\$ 154,000,000 _____ in year three



Marketing Approach- Texas Co-Operative 3/2016

Binswanger Glass is one of the largest full service glass and glazing operations in the United States. Because of that size and our long history, we have built relationships with various media entities both within our industry and out.

If we were successful in working on this project our marketing game plan could be the following:

- Marketing with a co-branded angle.
 - Press Release with both companies logos, and quotes from both company's principals. The Press Release could be distributed to our lists and we can also use a premium setting at PR Web to reach more audiences in the region.
 - Post on our Facebook and Twitter pages and tagging in your company where applicable. We could also "boost" that post with our marketing budget to reach more users.
 - We can create a co-branded marketing piece that will be available electronically.
 - We can create a co-branded website landing page where would house the promotional materials.
- As for demonstrating benefits of this contract and plans to market the agreement, all of that would revolve around the above angles. Specifically having a webpage that has all of the details is a great example of how we work a program. We treat every customer with a unique approach. Everything is customized to meet their needs and benefits. If we have a customer that would want to see what we have done for others we would share this program with them.

Binswanger Enterprises, LLC

d/b/a Binswanger Glass

Billing and Payment Remittance Information

Binswanger Glass National Accounts
P. O. Box 740209
Atlanta, GA 30374-0209

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800.365.9922 telephone
901.682.2980 facsimile

FEIN 45-2494902
SIC 1793; 3231; 7536
NAICS 238150; 327215; 811122

#	Br	Address	City	St	Zip	Phone	Fax	Emergency	Branch Mgr	Email Address
	HQ	965 Ridge Lake Blvd, Suite 305	Memphis (Corp Ofc)	TN	38120-9401	901.767.7111	901.682.2980	801.356.0985		
1	056	10303 Colonel Glenn Rd, Ste 11	Little Rock	AR	72204-8114	501.224.0395	501.228.4538	501.837.7121	Tim Ware	Branch056@binswangerglass.com
2	575	1133 Caprice Dr	Castle Rock	CO	80109-1502	303.688.3945	720.307.4442	303.808.8141	Jeff Lee	Branch575@binswangerglass.com
3	522	163 Park St	Bristol	CT	06010-6052	860.583.1345	860.583.6062	860.583.1345	Mike Matthews	Branch522@binswangerglass.com
4	535	1157 S Marletta Pkwy SE	Marletta	GA	30060-2811	770.952.3618	770.956.9029	404.683.9843	Robby Asbill	Branch535@binswangerglass.com
5	053	4664 Lawrenceville Hwy	Lilburn	GA	30047-3637	770.564.3730	770.564.2708	404.392.0008	Darrel Morris	Branch053@binswangerglass.com
6	588	6219 Nieman Rd	Shawnee	KS	66203-2965	913.631.0660	913.631.4289	816.726.3411	Michael Bates	Branch588@binswangerglass.com
7	593	211 W 37th	Topeka	KS	66611-2352	785.267.4090	785.267.7045	785.633.2094	Jason Spreer	Branch593@binswangerglass.com
8	030	9221 Linwood Ave	Shreveport	LA	71106-7006	318.686.5549	318.687.5337	417.569.6238	James Farmer	Branch030@binswangerglass.com
9	076	4730 Veterans Memorial Blvd	Metairie	LA	70006-5332	504.887.2021	504.887.5599	504.887.2021	John Lumpkin	Branch076@binswangerglass.com
10	545	822 S Rangeline Rd	Joplin	MO	64801-5506	417.624.4491	417.624.4493	816.726.3411	John Ferrier	Branch545@binswangerglass.com
11	549	616 S 65 Hwy	Branson	MO	65616-3014	417.334.5179	417.334.5181	816.726.3411	Paul Norman	Branch549@binswangerglass.com
12	551	2150 S Campbell	Springfield	MO	65807-2853	417.881.2057	417.881.4525	318.423.0692	Randy Brown	Branch551@binswangerglass.com
13	585	475 NW Barry Rd	Kansas City	MO	64155-2731	816.436.2840	816.436.9338	417.353.7195	Don Himer	Branch585@binswangerglass.com
14	586	1530 E 23rd St S	Independence	MO	64055-1657	816.252.3888	816.252.8487	417.773.3641	Travis Greenwald	Branch586@binswangerglass.com
15	118	101 W Franklin Blvd	Gastonia	NC	28052-4145	704.867.8966	704.867.6299	336.273.8100	Leroy Quinn	Branch118@binswangerglass.com
16	119	410 Spring Garden St	Greensboro	NC	27401-2734	336.273.8100	336.273.8123	828.312.7007	Rusty Nails	Branch119@binswangerglass.com
17	121	2527 Atlantic Ave	Raleigh	NC	27604-2233	919.832.4666	919.839.5762	402.467.2605	Matt Harloe	Branch121@binswangerglass.com
18	122	3646 North Graham St	Charlotte	NC	28206-1627	704.333.9155	704.376.2120	704.506.1288	Rusty Nails	Branch122@binswangerglass.com
19	035	2245 US Hwy 70 SW	Hickory	NC	28602-4909	828.322.4241	828.322.6035	919.524.7660	Margaret Gabriel	Branch035@binswangerglass.com
20	579	2740 N 27th St	Lincoln	NE	68521-1425	402.467.2596	402.467.2598	402.841.9491	Bruce Dambach	Branch579@binswangerglass.com
21	580	1902 W Omaha Ave	Norfolk	NE	68701-7303	402.371.0430	402.371.0432	405.370.6745	Roland Pedersen	Branch580@binswangerglass.com
22	550	317 E Kenosha	Broken Arrow	OK	74012-1918	918.258.1531	918.251.5095	405.370.6737	Mike King	Branch550@binswangerglass.com
23	609	3914 N Rockwell Ave	Bethany	OK	73008-3357	405.789.3545	405.495.0266	918.849.4592	Steve Rippey	Branch609@binswangerglass.com
24	614	14825 Metro Plaza Blvd	Edmond	OK	73013-1830	405.348.2177	405.341.6675	405.370.6736	Jeremy English	Branch614@binswangerglass.com
25	615	3451 N Flood Ave	Norman	OK	73069-8239	405.329.6611	405.329.6616	405.370.7716	Todd Bremerman	Branch615@binswangerglass.com
26	635	9401 S. Pole Rd, Ste 300	Oklahoma City	OK	73160-9019	405.573.7655	405.364.3473	803.665.6882	David Marshall	Branch635@binswangerglass.com
27	502	747 Meeting St	West Columbia	SC	29169-7351	803.798.8787	803.794.8704	877.660.3080	Terry Prosser	Branch502@binswangerglass.com
28	043	128 Transit Dr	Greenville	SC	29607-3431	864.675.0750	864.675.9955	423.421.2855	Alan Boatwright	Branch043@binswangerglass.com
29	103	3808 Arnicola Hwy	Chattanooga	TN	37406-1003	423.624.1501	423.624.1268	901.624.8907	Winters Alley	Branch103@binswangerglass.com
30	106	815 Exocet, Ste 101	Cordova	TN	38018-2257	901.624.8907	901.624.9616	901.452.7775	Butch Colville	Branch106@binswangerglass.com

Binswanger Enterprises, LLC

d/b/a Binswanger Glass

Billing and Payment Remittance Information

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P. O. Box 740209
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FEIN 45-2494902
SIC 1793; 3231; 7536
NAICS 238150; 327215; 811122

#	Br	Address	City	St	Zip	Phone	Fax	Emergency	Branch Mgr	Email Address
31	015	340 S Hollywood St	Memphis	TN	38104-5939	901.452.7775	901.324.7317	325.725.0749	Joyle Pertuit	Branch015@binswangerglass.com
32	100	4019 Brett St	Corpus Christi	TX	78411-4528	361.855.4252	361.852.6296	214.784.2954	Pat Shafer	Branch100@binswangerglass.com
33	102	4502 FM 1960 East	Humble	TX	77346-2418	281.441.1740	281.441.1757	832.641.0611	Evan Otruba	Branch102@binswangerglass.com
34	139	4222 Harry Hines Blvd	Dallas	TX	75219-2411	214.520.6583	214.520.6589	469.265.8369	Scott Bolton	Branch139@binswangerglass.com
35	143	2400 White Settlement Rd	Fort Worth	TX	76107-1451	817.332.6117	817.332.3771	409.502.0080	Rick Holder	Branch143@binswangerglass.com
36	144	410 S Main	Weatherford	TX	76086-5202	817.613.0644	817.613.0647	903.815.5510	Jeffrey Emerson	Branch144@binswangerglass.com
37	555	2401 E Plano Pkwy, Ste 200	Plano	TX	75074-8133	972.424.8554	972.633.0544	214.803.2473	Robert Heffernan	Branch555@binswangerglass.com
38	016	2410 Kemp Blvd	Wichita Falls	TX	76309-5349	940.767.1429	940.767.1816	940.767.1429	Ross Little	Branch016@binswangerglass.com
39	017	1009 W Fifth	Amarillo	TX	79101-1109	806.372.5511	806.372.4821	817.353.3416	Jack Wise	Branch017@binswangerglass.com
40	018	701 S Locust St	Denton	TX	76201-6823	940.387.8548	940.387.6687	817.332.6117	Les Ludiker	Branch018@binswangerglass.com
41	019	8733 Burnet Rd	Austin	TX	78757-7007	512.454.7755	512.454.7140	409.781.2724	Alan Stanaland	Branch019@binswangerglass.com
42	048	1724 FM 1960 West aka Cypress Creek Pkwy	Houston	TX	77090-3202	281.440.6024	281.440.6085	281.960.0980	Terry Bortle	Branch048@binswangerglass.com
43	049	3330 Chimney Rock	Houston	TX	77056-6691	713.782.2424	713.782.1443	281.802.8973	Tom Arminger	Branch049@binswangerglass.com
44	072	3107 S Main St	Pearland	TX	77581-4713	281.485.9299	281.485.9290	469.446.8645	Mark Proctor	Branch072@binswangerglass.com
45	077	4306 W Camp Wisdom	Dallas	TX	75237-2417	972.780.0521	972.780.0523	940.465.6462	Chris Mahon	Branch077@binswangerglass.com
46	078	5224 Avenue S	Galveston	TX	77551-5640	409.744.5235	409.740.3834	281.923.9781	Daniel Wankowicz	Branch078@binswangerglass.com
47	079	502 N Walnut St	Sherman	TX	75090-4953	903.892.9119	903.868.0252	817.992.0825	Gary Canady	Branch079@binswangerglass.com
48	080	15116 Hwy 3, Ste 1	Webster	TX	77598-5349	281.480.2811	281.480.0369	832.473.4470	David Ozment	Branch080@binswangerglass.com
49	082	3313 McKinney St	Houston	TX	77003-3919	713.224.9262	713.752.2205	713.224.9262	Darren Lohman	Branch082@binswangerglass.com
50	083	3804 S Congress Ave	Austin	TX	78704-7218	512.472.2421	512.472.6219	512.472.2421	Willie Neel	Branch083@binswangerglass.com
51	086	9147 FM 1960 West	Houston	TX	77070-6205	281.890.8570	281.890.5158	281.441.1740	Scott Rubin	Branch086@binswangerglass.com
52	087	4195 College St	Beaumont	TX	77707-3901	409.842.1209	409.842.4731	817.914.0637	Pam Dinkle	Branch087@binswangerglass.com
53	088	1818 Bingle	Houston	TX	77055-2395	713.468.2647	713.468.2048	281.890.8570	Randy Smith	Branch088@binswangerglass.com
54	094	335 N Central Expy	Richardson	TX	75080-5309	972.231.2568	972.231.7180	903.892.9119	Bill Brightwell	Branch094@binswangerglass.com
55	095	2627-A Cooper St	Arlington	TX	76015-2417	817.274.1671	817.261.2791	512.470.2972	Michael Vasquez	Branch095@binswangerglass.com
56	097	3443 N First St	Abilene	TX	79603-6913	915.673.8141	915.673.8143	808.372.5511	Walter Pounds	Branch097@binswangerglass.com
57	098	101 Bedford Rd	Bedford	TX	76022-6661	817.282.7311	817.282.5760	361.865.4262	Jeremy Lowry	Branch098@binswangerglass.com
58	534	5312 Williamson Rd	Roanoke	VA	24012-1436	540.362.8525	540.362.8386	540.525.9372	James Washam	Branch534@binswangerglass.com
59	539	9514 W Broad St	Richmond	VA	23294-3809	804.270.7269	804.527.0138	804.873.0484	Chuck Downs	Branch539@binswangerglass.com
60	542	1082 Virginia Ave	Harrisonburg	VA	22802-2533	540.434.8040	540.434.8416	540.742.3075	Joan Runion	Branch542@binswangerglass.com
61	020	820 Poplar Hall Dr	Norfolk	VA	23502-3714	757.455.8601	757.466.8167	757.455.8601	Bill White	Branch020@binswangerglass.com

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NAICS 238150; 327215; 811122

#	Br	Address	City	St	Zip	Phone	Fax	Emergency	Branch Mgr	Email Address
62	023	12608 Warwick Blvd	Newport News	VA	23606-2502	757.930.0400	757.930.8518	757.715.5503	Shannan LaFlam	Branch023@binswangerglass.com
63	038	1005 N Battlefield Blvd	Chesapeake	VA	23320-4733	757.547.9141	757.548.3520	757.455.8601	Ray Lewis	Branch038@binswangerglass.com
64	039	1500 B Tomlynn St	Richmond	VA	23230-3350	804.257.7300	804.257.5588	804.641.7039	Mike McCown	Branch039@binswangerglass.com