

ARLINGTON COUNTY, VIRGINIA  
OFFICE OF THE PURCHASING AGENT  
2100 CLARENDON BOULEVARD, SUITE 500  
ARLINGTON, VIRGINIA 22201

CONTRACT AWARD COVERPAGE

TO: Apple Valley Scale Company  
225 Lenoir Drive  
Winchester, Virginia 22603

DATE ISSUED:  
CONTRACT NO:  
CONTRACT TITLE:

DATE- August 26, 2020  
21-289-SS  
Weight Scale Repair

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**THIS IS A NOTICE OF AWARD OF CONTRACT AND NOT AN ORDER. NO WORK IS AUTHORIZED UNTIL THE VENDOR RECEIVES A VALID COUNTY PURCHASE ORDER ENCUMBERING CONTRACT FUNDS.**

The contract documents consist of the Terms and Conditions of AGREEMENT No 21-289-SS including any attachments or amendments thereto.

**EFFECTIVE DATE:** Upon Date of Execution  
**EXPIRES:** August 26, 2022  
**RENEWALS:** N  
**COMMODITY CODE:** 78052  
**LIVING WAGE:** N

**ATTACHMENTS:**  
AGREEMENT No. 21-289-SS  
Exhibit A – Price Quote

**EMPLOYEES NOT TO BENEFIT:**  
**NO COUNTY EMPLOYEE SHALL RECEIVE ANY SHARE OR BENEFIT OF THIS CONTRACT NOT AVAILABLE TO THE GENERAL PUBLIC.**

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**VENDOR CONTACT:** Robert Kulton

**VENDOR TEL. NO.:**

**540-533-2130**

**EMAIL ADDRESS:** rkulton@applevalleyscale.com

**COUNTY CONTACT:** Daniel Gray

**COUNTY TEL. NO.:**

**(703) 228-7626**

**COUNTY CONTACT EMAIL:** dgray@ARLINGTONVA.US

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**ARLINGTON COUNTY GOVERNMENT  
OFFICE OF THE PURCHASING AGENT  
ARLINGTON, VIRGINIA**

**SOLE SOURCE AGREEMENT No.21-289**

**THIS AGREEMENT ("Agreement") is made on the date of execution by the County between the COUNTY BOARD OF ARLINGTON COUNTY, VIRGINIA ("County") and Apple Valley Scale Company, with a principal place of business located at 225 Lenoir Drive, Winchester, Virginia 22603-000-USA ("Contractor").**

1. The Contractor agrees to provide replacement parts for the Earth Products Re-Cycling Yard Vehicle Truck Scale in Arlington County, Virginia.
2. The County will have no obligation to the Contractor if no goods or services are required.
3. The Contractor's provision of these goods or services is subject to review and approval by the County's Project Officer.
4. The Contractor shall provide the goods or services covered by the Contract commencing upon full execution of this Agreement.

The County will pay the Contractor, for services or goods that the Project Officer accepts in accordance with Exhibit A to this Agreement.

The County will pay the Contractor net Forty-Five (45) days from receipt of an invoice that the Project Officer approves for payment.

5. The Contractor is an independent contractor, and the County will not withhold from the Contractor's compensation any federal or Virginia unemployment taxes, federal or Virginia income taxes, Social Security tax or any other amounts for benefits to the Contractor or its agents or employees.
6. The Contractor is obligated to take one of the Two following actions within Seven (7) calendar days after receipt of amounts paid to the Contractor by the County for work performed by any subcontractor under this Agreement:
  - a. Pay the sub-contractor for the proportionate share of the total payment received from the County attributable to the work performed by the sub-contractor under this Agreement; or
  - b. Notify the County and the sub-contractor, in writing, of the Contractor's intention to withhold all or a part of the sub-contractor's payment, with the reason for nonpayment.

The Contractor is obligated to pay interest to any sub-contractor on all amounts owed by the Contractor to the sub-contractor that remain unpaid after Seven (7) calendar days following receipt by the Contractor of payment from the County for work performed by the sub-contractor under this

Agreement, except for amounts withheld as allowed in section b., above. Unless otherwise provided under the terms of this Agreement, interest shall accrue at the rate of One Percent (1%) per month.

The Contractor shall include in each of its sub-contracts a provision requiring each sub-contractor to include or otherwise be subject to the same payment and interest requirements as those contained in this Agreement with respect to each lower-tier subcontractor.

The Contractor's obligation to pay an interest charge to a subcontractor pursuant to the above provisions may not be construed to be an obligation of the County. A Contract modification may not be made for the purpose of providing reimbursement for such interest charge. A cost reimbursement claim may not include any amount for reimbursement for such interest charge.

7. The County may terminate this Agreement by Thirty (30) days' written notice whenever the Purchasing Agent determines that termination is in the County's best interest. The Contractor will be entitled to receive compensation for all goods or services that the County accepted before the termination notice.
8. The County may terminate this Agreement by Forty-Eight (48) hours' written notice if the Contractor fails to provide satisfactory goods or services, in the determination of the Project Officer. The notice will be effective upon receipt by the Contractor or three days after the County mails the notice, whichever is sooner.

The Contractor will be entitled to receive compensation only for goods or services that the County accepted before the County mailed the notice. The Contractor will be liable to the County for all costs that the County incurs after the termination takes effect to complete the Work covered by the Contract, including delay costs and costs to repair or replace any unsatisfactory work. The County may deduct these costs from any amount that it owes the Contractor or require that the Contractor pay the costs on demand.

9. Time is of the essence and the Contractor agrees that failure to provide timely service will render this Agreement null and void.
10. The Contractor must provide a certificate of proof of the insurance coverages before the start of Work:
  - Workers Compensation-Standard Virginia Workers Compensation Policy.
  - Commercial General Liability (CGL)- \$500,000 combined single limit with \$1,000,000 aggregate coverage to include Personal Injury, Completed Operations, Contractual Liability and, where applicable to the services, Products and Independent Contractors. "The County Board of Arlington County, Virginia, and its officers, employees and agents" must be additional named insureds on the CGL policy.
  - Automobile Bodily Injury and Property Damage Liability - \$500,000 Combined Single Limit (Owned, non-owned, or hired, as applicable)

11. The Contractor agrees as follows:

- a. The Contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, sexual orientation, national origin, age, disability or on any other basis prohibited by Virginia or federal law and must post in this nondiscrimination clause in conspicuous places, available to employees and applicants for employment.
- b. The Contractor must state that it is an Equal Opportunity Employer in all solicitations or advertisements for employees that it places or causes to be placed.
- c. Notices, advertisements and solicitations placed in accordance with federal law, rule or regulation shall meet the requirements of this section.
- d. The Contractor must include the provisions of the foregoing paragraphs a), b), and c) in every subcontract or Purchase Order in excess of \$10,000.00, so that the provisions will be binding upon each subcontractor and/or supplier.

12. The Contractor must comply with the provisions of the Americans with Disabilities Act of 1990, which prohibits discrimination against individuals with disabilities in employment and mandates their full participation in publicly- and privately provided services and activities.

13. The Contractor must comply with Executive Order 13166, Title VI of the Civil Rights Act of 1964 and make reasonable efforts to ensure that as part of the services that it provides, adequate communication services, including interpretation and translation, are available to persons who have limited English proficiency. If such services are not included in the Contract's scope of services and pricing, the Contractor will use a County-contracted service provider, and the County will pay the fees.

14. The Contractor must provide the following:

- (i) A drug-free workplace for the Contractor's employees;
- (ii) Post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of marijuana or any other controlled substance is prohibited in the Contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition;
- (iii) State in all solicitations or advertisements for employees placed by or on behalf of the Contractor that the Contractor maintains a drug-free workplace; and
- (iv) Include the provisions of the foregoing clauses in every subcontract or purchase order in excess of \$10,000.00, so that the provisions will be binding upon each subcontractor or supplier. For the purposes of this section, "drug-free workplace" means a site for the performance of work done in connection with this Agreement.

15. If the Contractor employs more than Five (5) employees, the Contractor shall (i) provide annual training on the Contractor's sexual harassment policy to all supervisors and employees providing services in the Commonwealth, except such supervisors or employees that are required to complete

sexual harassment training provided by the Department of Human Resource Management, and (ii) post the Contractor's sexual harassment policy in (a) a conspicuous public place in each building located in the Commonwealth that the Contractor owns or leases for business purposes and (b) the Contractor's employee handbook.

16. The Contractor acknowledges that it does not, and will not during the performance of this Agreement, knowingly employ an unauthorized alien as defined in the federal Immigration Reform and Control Act of 1986.
17. This Agreement is governed by the Arlington County Purchasing Resolution, which is incorporated by reference. The time limit for decision by the County Manager in Contractual Disputes, as that term is used in the Purchasing Resolution, is thirty (30) days.
18. This Agreement is not effective until the County issues a valid County Purchase Order covering the amount of the Agreement.
19. All payments by the County to the Contractor pursuant to this Contract are subject to the availability of an annual appropriation for this purpose by the County Board of Arlington County, Virginia ("Board"). In the event that the Board does not appropriate funds for the goods or services provided under this Contract, the County will terminate the Contract, without termination charge or other liability to the County, on the last day of the fiscal year or when the previous appropriation has been spent, whichever event occurs first.
20. This Contract incorporates by reference Article 9 of the Arlington County Purchasing Resolution, as well as all state and federal laws related to ethics, conflicts of interest or bribery, including the State and Local Government Conflict of Interests Act (Code of Virginia § 2.2-3100 et seq.), the Virginia Governmental Frauds Act (Code of Virginia § 18.2-498.1 et seq.) and Articles 2 and 3 of Chapter 10 of Title 18.2 of the Code of Virginia, as amended (§ 18.2-438 et seq.).

The Contractor certifies that its proposal was made without collusion or fraud; that it has not offered or received any kickbacks or inducements from any other offeror, supplier, manufacturer or subcontractor; and that it has not conferred on any public employee having official responsibility for this procurement any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal value, present or promised, unless consideration of substantially equal or greater value was exchanged.

21. No Arlington County employee may share in any part of this Contract or receive any benefit from the Contract that is not available to the general public
22. The County does not discriminate against faith-based organizations.
23. The Contractor and its employees, agents and sub-contractors will hold as confidential all County Information that they obtain under this Agreement. Confidential Information includes, but is not limited to, nonpublic personal information; personally, identifiable health information; security numbers; addresses; dates of birth; information pertaining to products, operations, systems, customers, prospective customers, techniques, intentions, processes, plans and expertise. The

Contractor must take reasonable measures to ensure that all of its employees, agents, and subcontractors are informed of and abide by this requirement.

24. The Contractor must comply with the provisions of Chapter 11 of the Arlington County Code covering business licenses as applicable.
25. The Contractor must remain authorized to transact business in the Commonwealth of Virginia during the term of this Agreement.
26. This Agreement is governed in all respects by the laws of the Commonwealth of Virginia, and the jurisdiction and venue for any litigation is in the Circuit Court for Arlington County, Virginia, and in no other court.
27. The Contractor covenants for itself, its employees and its subcontractors to save, defend, hold harmless and indemnify the County and all of its elected and appointed officials, officers, current and former employees, agents, departments, agencies, boards and commissions (collectively the "County Indemnitees") from and against any and all claims made by third parties for any and all losses, damages, injuries, fines, penalties, costs (including court costs and attorneys' fees), charges, liability, demands or exposure resulting from, arising out of or in any way connected with the Contractor's acts or omissions, including the acts or omissions of its employees and/or subcontractors, in performance or nonperformance of the Contract. This duty to save, defend, hold harmless and indemnify will survive the termination of this Contract. If the Contractor fails or refuses to fulfill its obligations contained in this section, the Contractor must reimburse the County for any and all resulting payments and expenses, including reasonable attorneys' fees. The Contractor must pay such expenses upon demand by the County, and failure to do so may result in the County withholding such amounts from any payments to the Contractor under this Contract.
28. Notices will be effective when made in writing and either (a) delivered in person, (b) delivered to an overnight delivery service or (c) deposited in the United States mail, certified or registered. Notices should be addressed as follows:

**TO THE CONTRACTOR:**

**Robert Kulton, Director of Business Development  
Apple Valley Scale  
225 Lenoir Drive  
Winchester, Virginia 22603-000-USA  
Telephone: 540-533-2130**

**TO THE COUNTY:**

**Daniel Gray, Deputy Operations Manager  
Arlington County Government  
Department of Environmental Services  
Solid Waste Bureau  
4300 29<sup>th</sup> Street  
Arlington, Virginia 22206  
Telephone: 703-2286493**

**AND**

**Sharon T. Lewis, Purchasing Division Chief  
Office of the Purchasing Agent  
Arlington County Government  
2100 Clarendon Boulevard  
Suite 500 A  
Arlington, Virginia 22201  
Telephone: 703-228-3294**

**TO COUNTY MANAGER'S OFFICE (FOR PROJECT CLAIMS):**

**Mark Schwartz, County Manager  
Arlington County Government  
2100 Clarendon Boulevard  
Suite 318  
Arlington, Virginia 22201**

29. The Contractor must retain all books, records and other documents related to this Contract for at least five years after the final payment and must allow the County or its authorized agents to examine the documents during this period and during the Contract Term. The Contractor must provide any requested documents to the County for examination within Fifteen (15) calendar days of the request, at the Contractor's expense.

Should the County's examination reveal any overcharging by the Contractor, the Contractor must, within Thirty (30) calendar days of County's request, reimburse the County for the overcharges and for the reasonable costs of the County's examination, including, but not limited to, the services of external audit firm and attorney's fees; or the County may deduct the overcharges and examination costs from any amount that the County owes to the Contractor.

If the Contractor wishes to destroy or dispose of any records related to this Contract (including confidential records to which the County does not have ready access) within five years after the final payment, the Contractor must give the County at least Thirty (30) calendar days' notice and must not dispose of the documents if the County objects.

30. The Contractor shall not assign or transfer this Agreement, or any of its rights or interests, without the County's prior written consent.
31. This Agreement may be modified only by written amendment.
32. All remedies available to the County under this Agreement are cumulative, and no remedy is exclusive of any other that is available to the County at law or in equity.
33. The sections, paragraphs, sentences, clauses and phrases of this Agreement are severable; and if any part is held to be invalid, the rest of the Agreement will remain in effect.

IN WITNESS WHEREOF, THE PARTIES HERETO HAVE AFFIXED THEIR SIGNATURES.

THE COUNTY BOARD OF ARLINGTON  
COUNTY, VIRGINIA

CONTRACTOR'S NAME

PRINTED NAME: SHIRLEY DIAMOND  
PRINTED TITLE: PROCUREMENT OFFICER  
DEVELOPMENT

PRINTED NAME: Robert Kulon  
PRINTED TITLE: DIRECTOR OF BUSINESS

SIGNATURE: shirleydiamond

SIGNATURE: Robert Kulon

DATE: 08-28-20

DATE: 8-26-2020



**EXHIBIT – A**

**EXECUTED PRICE QUOTE**



# APPLE VALLEY<sup>®</sup> Scale Company

SALES • SERVICE • RENTAL

**CORPORATE OFFICE:**  
P.O. Box 3434, Winchester, VA 22804  
800-451-1544 • 540-865-1644  
Fax 540-722-4424

ISO 17025 ACCREDITED  
www.applevalleyscale.com

**OTHER BRANCH LOCATIONS:**  
Fredericksburg, VA • Baltimore, MD • Cumberland, MD  
(540) 371-7802 (410) 448-9480 (240) 727-8801

Arlington County  
Lee Carrig  
Solid Waste  
4300 29th Street  
Arlington, VA 22206  
RE: Q061620-1

The following is a quotation for your review.

**1 - Scale RFI Kiosks:**

Includes: Outdoor Enclosure, Red/Green Status Lights, Read to Weigh Button, Cancel Weigh Button, Pole Mount Kit (pole not included) Includes TSWA Remote Installation Support

Price: \$ 3,680.00

**1 - Exit Gate: DoorKing Model 1601-080 with Heater and Monitored photocell**

Price: \$ 4,593.00

Materials / supplies, vehicles and labor to complete install

\$ 4,445.00

**Total Equipment / Install**

\$ 12,718.00

We are pleased to submit the above quotation for your consideration. Should you place an order, be assured it will receive our prompt attention. This quotation is valid for 30 days. Thereafter it is subject to change without notice. Invoices paid by credit card will be assessed an additional 3% transaction fee.

Robert Kulton

Quoted By Robert Kulton

RK

Approved By  Date 8/25/20