

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

NOTICE OF CONTRACT AMENDMENT

TO: Laake Enterprises DBA FESCO Emergency Sales 7010 Troy Hill Drive Elkridge, MD 21075	DATE ISSUED:	December 8, 2015
	CURRENT REFERENCE NO:	547-15
	CONTRACT TITLE:	<u>FESCO EMERGENCY SALES</u>

THIS IS A NOTICE OF CONTRACT AMENDMENT 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 AMENDMENT NO. 1, AGREEMENT NO. 547-15 including any exhibits, attached or amendments thereto.

This is the SECOND year of a possible SIX year contract. The contract term covered by this Amendment No. 1 is effective January 1, 2016 and expires December 31, 2016.

ATTACHMENTS:

RIDER AGREEMENT NO. 547-15.

Upon satisfactory performance by the Contractor and with the concurrence of the Contractor, the County may authorize continued operations of the Contractor under the same Price and Price Adjustment Terms for not more than FOUR additional twelve (12) month periods from 01/01/2017 to 12/31/2021.

CONTRACT PRICING:

REFER TO ATTACHED AGREEMENT


EMPLOYEES NOT TO BENEFIT:

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

CONTACT: Doug DeLawter	TELEPHONE NO.:	410-379-5353 x211
VENDOR PAYMENT TERMS: NET 30 DAYS		
CONTACT EMAIL: Ddelawter@fescosales.com	TELEPHONE NO.:	703-228-6467
COUNTY CONTACT: C. Matthew Davila		

CONTRACT AUTHORIZATION

DISTRIBUTION

 MICHAEL E. BEVIS PURCHASING AGENT	12/8/15 DATE	BID FOLDER: 1
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ARLINGTON COUNTY, VIRGINIA  
AGREEMENT NO. 547-15  
AMENDMENT NUMBER 1

This Amendment Number 1 ("Amendment") is made on the date of execution of the Amendment by the County and amends Agreement Number 547-15 ("Main Agreement") made on December 16, 2014 between Laake Enterprises DBA FESCO Emergency Sales ("Contractor") and the County Board of Arlington County, Virginia ("County").

Whereas the County and the Contractor desire to amend the Work called for and the amounts to be paid under the Main Agreement, the Contractor and the County, in consideration of the promises and other good and valuable consideration specified in this Amendment, amend the Main Agreement as follows:

*Amend Exhibit A (Pricing) to include Attachment A: 2016 Rate Increase Request.*

*Amend CONTRACT TERM to include the following:*

This is the SECOND year of a possible SIX year contract. The contract term covered by this Amendment No. 1 is effective January 1, 2016 and expires December 31, 2016.

Upon satisfactory performance by the Contractor and with the concurrence of the Contractor, the County may authorize continued operations of the Contractor under the same Price and Price Adjustment Terms for not more than FOUR additional twelve (12) month periods from 01/01/2017 to 12/31/2021.

All other terms and conditions of the Main Agreement shall remain in full force and effect.

WITNESS THESE SIGNATURES:

THE COUNTY BOARD OF ARLINGTON  
COUNTY, VIRGINIA

LAAKE ENTERPRISES DBA  
FESCO EMERGENCY SALES

AUTHORIZED  
SIGNATURE: \_\_\_\_\_

AUTHORIZED  
SIGNATURE: \_\_\_\_\_

NAME: MICHAEL BEVIS  
TITLE: PURCHASING AGENT

NAME AND  
TITLE: DOUG DELAWTER - V.P. FINANCE

DATE: 12/8/15

DATE: 12/7/2015

ATTACHMENT A: 2016 Rate Increase Request



**FESCO EMERGENCY SALES**

7010 TROY HILL DR, ELKRIDGE, MD 21075  
11074 AIR PARK RD, ASHLAND, VA 23005  
800.638.0926 • 410.379.5353 • 410.379.0261 FAX  
WWW.FESCOSALES.COM

December 1, 2015

Ms. Erin O'Grady  
Arlington County Government  
Office of the Purchasing Agent  
2100 Clarendon Boulevard, Suite 500  
Arlington, VA 22201

RE: Contract 547-15

Dear Ms. O'Grady,

The following clarifications are respectively submitted for Arlington County's considerations:

1. Our hourly labor rate of \$112.00 per hour will be increasing to \$115.00 per hour starting January 1, 2016. Thus, our current labor rate of \$112.00 would be good until 12/31/15.
2. Items 2, 3, and 4 form Exhibit A will remain in effect for 2016.

We would like to thank you for this opportunity, and we encourage you to contact us with any questions you may have during your evaluation phase.

Very truly yours,

FESCO Emergency Sales

By,

*Peter W. Laake, Jr.*

Peter W. Laake Jr.  
President

PWL/lr

