



CITY COUNCIL STAFF REPORT

DATE: June 19, 2013 CONSENT CALENDAR
SUBJECT: AIRPORT RUNWAY RUBBER REMOVAL SERVICES
FROM: David H. Ready, City Manager
BY: Department of Aviation

SUMMARY

This action would approve a three-year purchase order contract service arrangement for rubber removal on the runway surfaces at Palm Springs International Airport.

RECOMMENDATION:

1. Approve a three year purchase order contract with Nilfisk Advance, Inc. of Tempe, AZ at the unit price of \$0.10/square foot for specified Airport runway surface rubber removal, for an estimated total amount of \$30,000 for the three year term, subject to CPI increase.
2. Authorize the City Manager to execute all necessary documents.

STAFF ANALYSIS:

In order to keep the Airport's runway surfaces in a safe operating condition and in accordance with FAA standards, the Airport contracts for rubber removal on a recurring basis.

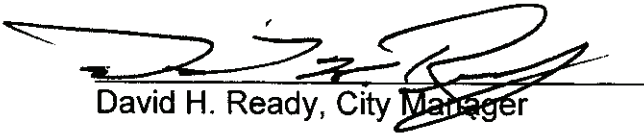
Accordingly, an RFQ process was conducted by Procurement based on Airport specifications and only one vendor responded, Nilfisk Advance Inc. with a unit price of \$0.10/square foot for an estimated \$10,000 per year over a 3 year period, totaling \$30,000. This was the same amount bid three years ago by the same vendor. Airport staff is satisfied with the past performance of this firm and recommends acceptance of this bid.

FISCAL IMPACT:

The cost of the proposed services over 3 years total \$30,000 and includes a CPI adjustment at the beginning of the renewal period for years 2 and 3. This CPI will be calculated using the U.S. Bureau of Labor Statistics data for the Los Angeles, Anaheim, and Riverside Areas. Funding for the current year's portion of the work is included in the 12 -13 budget, acct. 415-6050-43200.



Thomas Nolan, Executive Director, Airport



David H. Ready, City Manager

Attachments:

1. Nilfisk Advance Inc. RFQ 2013-07 bid

**CITY OF PALM SPRINGS, CALIFORNIA
FAX COVER SHEET
REQUEST FOR QUOTATIONS NO. 2013-07
RUBBER REMOVAL AT PALM SPRINGS INTERNATIONAL AIRPORT**

DATE: May 23, 2013

COMPANY: Nilfisk Advanced Technologies, Inc.

ATTN: Rich Kotch

Email/Fax: 480-345-3967

FROM: Cheryl Martin
Procurement Specialist I
Department of Procurement and Contracting
Telephone: (760) 322-8373 FAX: (760) 323-8238

REASON: Request for Quotations for Rubber Removal at the Palm Springs International Airport with a return QUOTATION DUE NO LATER THAN 3:00 P.M. LOCAL TIME on JUNE 06, 2013.

TERMS AND CONDITIONS: Return Quotations (faxed Bids acceptable) shall state all of the following information in order for the quote to be deemed responsive and considered in the Award: A full description of work to be performed by Contractor as more fully set forth in the following page including all inclusive pricing and time for completion. Award, if any, shall be made to the lowest responsive and responsible Bidder based on the lowest unit price per square foot on the Cost Proposal, Page 6.

DESCRIPTION: See Attached Page

X
X FOR YOUR INFORMATION AND RESPONSE
THIS WILL BE THE ONLY COPY YOU WILL RECEIVE

MAILING ADDRESS:
P.O. BOX 2743
PALM SPRINGS, CA 92263-2743

STREET ADDRESS:
3200 E. TAHQUITZ CANYON WAY
PALM SPRINGS, CA 92262

IF YOUR COPY IS NOT CLEAR, ADVISE BY RETURN FAX OR CALL (760) 322-8373

Questions: Bidders, their representatives, agents or anyone else acting on their behalf are specifically directed **NOT** to contact any city employee, commission member, committee member, council member, or other agency employee or associate for any purpose related to this RFQ other than as directed below. Contact with anyone other than as directed below **will** be cause for rejection of a bid.

ANY questions, technical or otherwise, pertaining to this Request for Quotation **must be submitted IN WRITING and directed ONLY to:**

Cheryl Martin, Procurement Specialist I
Procurement & Contracting Dept.
3200 East Tahquitz Canyon Way
Palm Springs, CA 92262
via FAX (760) 323-8238
or via EMAIL: Cheryl.Martin@palmspringsca.gov

Interpretations or clarifications considered necessary in response to such questions will be resolved by the issuance of formal Addenda to the RFQ. **The deadline for all questions is THURSDAY, MAY 30, 2013, at 3:00 P.M., Local Time.** Questions received after this date and time will not be answered. Only questions that have been resolved by formal written Addenda via the Division of Procurement and Contracting will be binding. Oral and other interpretations or clarifications will be without legal or contractual effect.

Basis of Award: The City reserves the right to award to the lowest responsive and responsible bidder, or to reject all bids, as it may best serve the interests of the City. The City of Palm Springs also reserves the right to reject any or all bids and to waive any informality or technical defect in a bid. The decision of the Palm Springs City Council will be final.

When discrepancies occur between Unit Prices and extended totals, the Unit Prices shall govern.

Local Preference in Public Works Contracts: The contract for this project is subject to the provisions of Palm Springs Ordinance No. 1756, and Section 7.09.030 of the Palm Springs Municipal Code, "Local Business Preference Program", subsection (5) "Local Preference in Public Works Contracts (Sub-Contracting)", which states:

The prime contractor shall use good faith efforts to sub-contract the supply of materials and equipment to local business enterprises and to sub-contract services to businesses whose work force resides within the Coachella Valley. The prime contractor shall submit evidence of such good faith efforts at the time of submission of bids. Good faith efforts may be evaluated by placing advertisements inviting proposals in local newspapers, sending request for proposals to local sub-contractors, or by demonstrating that no local sub-contracts are qualified to perform the work or supply the materials or equipment. Any notice inviting bids which may require the use of sub-contractors shall include notification of this subsection. The City Council or Director may reject as non-responsive the bid of any contractor proposing to use sub-contractors that fail to comply with the requirements of this subsection.

Successful Bidder will be required to be licensed in accordance with the Palm Springs Municipal Code, Chapter 3.40 through 3.96 entitled Business Tax and must meet the City's insurance requirements.

Tax - No bid shall include federal excise tax, inasmuch as the City is exempt per published IRS regulations concerning state/local governments. The City is obligated to pay applicable state sales or use taxes (9.00%).

Payment Terms - The standard terms at the City of Palm Springs are Net 30 days.

Assignment - No assignment by the contractor or any contract to be entered into hereunder or of any part thereof, except of funds to be received thereunder by the contractor, will be recognized by the City unless such assignment has had the prior written approval of the City.

Warranty - Terms of any warranty offered by the manufacturer or the bidder shall be included with the bid.

Termination for Default - The City may, by written notice of default to the vendor, terminate any resulting order in whole or in part should the vendor fail to make satisfactory progress, fail to deliver within time specified therein or fail to deliver in strict conformance to specifications and requirements set forth therein. In the event of such termination, the City reserves the right to purchase or obtain the supplies or services elsewhere, and the defaulting vendor shall be liable for the difference between the prices set forth in the terminated order and the actual cost thereof to the City. The prevailing market price shall be considered the fair repurchase price. If, after notice of termination of this contract under the provisions of this clause, it is determined for any reason that the Contractor was not in default under the provisions of this clause, the rights and obligations of the parties shall be the same as if the notice of termination had been issued pursuant to the Termination for Convenience clause. The rights and remedies of City provided in this article shall not be exclusive and are in addition to any other rights and remedies provided by law or under resulting order.

Termination for Convenience - The City may, by written notice stating the extent and effective date, terminate any resulting order for convenience in whole or in part, at any time. The City shall pay the vendor as full compensation for performance until such termination the unit or pro rate price for the delivered and accepted portion, and a reasonable amount, as costs of termination, not otherwise recoverable from other sources by the vendor as approved by the City, with respect to the undelivered or unaccepted portion of the order, provided compensation hereunder shall in no event exceed the total price. In no event shall the City be liable for any loss of profits on the resulting order or portion thereof so terminated. The rights and remedies of City provided in this article shall not be exclusive and are in addition to any other rights and remedies provided by law or under resulting order.

Fiscal Year - Obligation for payment of any contract beyond the current fiscal year end is contingent upon the availability of funding from which payment can be made. No legal liability shall arise for payment beyond June 30 of the calendar year unless funds are made available for such performance.

Governing Law: This contract shall be construed and interpreted according to the laws of the State of California.

Insurance Requirements: Successful Bidder must provide evidence of insurance as more fully described in Attachment "A" hereto entitled to "Summary of Insurance Requirements for City Contracts".

FAX BACK TO: Cheryl Martin **FAX No:** (760) 323-8238
No later than: 3:00 P.M. LOCAL TIME on JUNE 06, 2013

SPECIFICATIONS:

**CITY OF PALM SPRINGS
REQUEST FOR QUOTATION #2013-07**

**FOR
RUBBER REMOVAL AT PALM SPRINGS INTERNATIONAL AIRPORT**

I. General Description:

Provide all equipment & labor necessary to remove rubber buildup from a section of approximately 100,000 sq. ft. of porous friction coat (PFC) on runway 31L/13R, via high pressure and temperature water application.

It is the City's intent to enter into a three year contract with the vendor who is awarded this work.

II. Rubber Removal Specifications:

a. Rubber removal area consists of a total of approximately 100,000 sq. ft., located on a section of runway 31L, from the 31L designators to a point 2000 ft. north on the runway, 50 ft. in width.

b. All activities shall be performed in the best and most workmanlike manner by workers skilled in their trades. The standards of workmanship shall result in a first class product, without damage to the PFC surface.

c. The cleaning system and operation shall conform to all federal, state and local regulatory guidelines. The cleaning system shall simultaneously recover all water, residue and waste material 5 microns or larger from the surface, and shall not discharge waste material or residue to the surrounding environment.

d. High pressure / temperature truck-mounted water blasting equipment shall be used to remove surface contaminants. Cleaning liquids shall be applied at a minimum of 200 degrees F. Application pressures shall be 4500psi minimum and not more than 6500psi maximum.

The specifications exist to remove the rubber and to protect the PFC surface. It may be that more than one pass is required to efficiently remove the rubber depending on thickness, which varies. The expectation is that the rubber will be removed from the surface by the operator and that the PFC surface will not be damaged.

e. After a single pass over the surface, the runway shall be suitable for use immediately for any operational requirement. The runway shall be clean and free of debris, such that an aircraft may immediately perform operations for which the surface is intended.

f. At no time shall any part of the cleaning mechanism come into contact with the PFC surface for the purpose of scrubbing, scraping or sweeping.

g. Removal shall proceed at a rate such that no damage to the PFC occurs on the runway surface. In the event of damage to the PFC, Contractor shall immediately notify Airport and cease operation, pending inspection of the damaged area and authorization to proceed.

The Airport Maintenance Superintendent is the authority who will determine job completion, based on field conditions.

III. Rubber / Residue Recovery and Disposal:

a. All liquids and solids generated from the removal process shall be captured and containerized in drums provided by Contractor. Drums shall be delivered to Owner for disposal.

b. All materials generated shall be removed completely from the runway surface, allowing aircraft operations to proceed on the runway immediately.

c. Contractor shall not allow discharge of water or cleaning solutions to storm capture facilities, retention ponds or sanitary sewer systems.

d. Owner to provide use of oil/water separator at end of each work shift.

e. Owner to provide water for removal operations.

IV. Airfield Operations:

a. Contractor is subject to all restrictions and requirements of working within the Airport Operations Area (AOA).

b. Contractor shall be escorted at all times inside the AOA by a SIDA badged Airport employee.

c. SIDA badged escort shall have responsibility for Airfield radio communications with arriving/departing aircraft and with the Air Traffic Control Tower.

d. Contractor shall comply with all Airport staff instructions regarding AOA operations.

V. Dates and Times of Operation:

a. Work shall be completed during late night / early a.m. hours, the dates and exact times to be coordinated between Owner and Contractor, but generally between 2330 and 0600 during the month of August. Note that these times reflect projected flight activity during the off-season months of operation (summer); however, flight schedules are subject to change at any time. Every reasonable accommodation will be made by Owner to ensure maximum availability of the runway surface to Contractor.

COST PROPOSAL

Bidder's signed Cost Proposal and written acceptance by the City shall constitute an agreement and indicates that bidder has hereby agreed to all the terms and conditions set forth in all of the sheets which make up this Request for Quotation.

In compliance with the Request for Quotation, the undersigned hereby proposes to furnish all necessary tools and equipment, materials, labor, and supervision to complete the rubber removal at the Palm Springs International Airport and as herein described:

Provide all equipment & labor necessary to remove rubber buildup from a section of approximately 100,000 sq.ft. of porous friction coat (PFC) on runway 31L/13R, via high pressure and temperature water application.

Estimated 100,000 sq. ft. @ \$0.10 per square foot \$ 10,000.⁰⁰

GRAND TOTAL FOR 3 YEARS (subject to CPI adjustment) \$ 30,000.⁰⁰

Note: YEARS 2 AND 3 WILL BE THE SAME FIXED COST ADJUSTED (DECREASED OR INCREASED) AT THE BEGINNING OF ANY SUCH RENEWAL PERIOD TO CORRESPOND WITH THE MOST RECENT ANNUAL CHANGE TO THE CONSUMER PRICE INDEX FOR ALL URBAN CONSUMERS AS PUBLISHED BY THE U.S. BUREAU OF LABOR STATISTICS FOR THE LOS ANGELES, ANAHEIM AND RIVERSIDE AREAS.

The project is located at the Palm Springs International Airport located at 3400 E. Tahquitz Canyon Way, Palm Springs, California.

Award shall be based on the lowest unit price per square foot. The City of Palm Springs reserves the right to increase or decrease the square footage on the project as the exact amount each year becomes known.

Work for the first year must be completed no later than September 15, 2013 and future years will be determined by the Airport.

Successful Bidder must provide evidence of insurance as more fully described in Attachment "A" hereto entitled to "Summary of Insurance Requirements for City Contracts".

It is understood and agreed that this quote may not be withdrawn for a period of sixty (60) days from the date of the opening thereof, and at no time in the case of the Successful Bidder.

NilRisk Advance Inc
NAME OF BIDDER (PERSON, FIRM, CORP)
1845 W. 1st Street #101
ADDRESS (Number, Street, Suite#, or P.O. Box)
Tempe AZ 85281
ADDRESS (City, State, ZIP)
480-345-7733 #205
TELEPHONE NUMBER
Richard Kott
SIGNATURE OF AUTHORIZED REPRESENTATIVE
Richard Kottch, General Manager
NAME AND TITLE (Print or Type)
Vincent.Indrizzo @ NilRisk-Advance. Com
EMAIL ADDRESS
480-345-3967
FAX NUMBER
6/3/13
DATE

CHECK IF THE FOLLOWING STATEMENT APPLIES:

My firm/company is a Local Business (Licensed within the jurisdiction of the Coachella Valley). Copy of current business license is required to be attached to this document.

ADDENDA ACKNOWLEDGMENT:

Acknowledgment of Receipt of any Addenda issued by the City for this RFQ is required by including the acknowledgment with your bid. Failure to acknowledge the Addenda issued may result in your bid being deemed non-responsive.

In the space provided below, please acknowledge receipt of each Addendum:
 Addendum(s) # _____ is/are hereby acknowledged

Authorized Signature: _____

LATE BIDS WILL NOT BE ACCEPTED – NO EXCEPTIONS!

Attachment "A"
SUMMARY OF INSURANCE REQUIREMENTS FOR CITY CONTRACTS

Instructions to Contractors/Vendors/Service Providers:

Prior to commencing any work, all contractors, vendors and service providers shall procure and maintain, at their own cost and expense for the duration of their contract with the City, appropriate insurance against claims for injuries to persons or damages to property which may arise from or in connection with the performance of the work or services. The types of insurance required and the coverage amounts are specified below:

A. Minimum Scope of Insurance Required

1. General Liability Insurance is required whenever the City is at risk of third-party claims which may arise out of work or presence of a contractor, vendor and service provider on City premises.
2. Automobile Liability Insurance is required only when vehicles are used by a contractor, vendor or service provider in their scope of work or when they are driven off-road on City property. Compliance with California law requiring auto liability insurance is mandatory and can not be waived.
3. Workers' Compensation and Employer's Liability Insurances is required for any contractor, vendor or service provider that has any employees at any time during the period of this contract. Contractors with no employees must complete a Request for Waiver of Workers' Compensation Insurance Requirement form.
4. Errors and Omissions coverage is required for licensed or other professional contractors doing design, architectural, engineering or other services that warrant such insurance.

B. Minimum Limits of Insurance Coverage Required

Under \$25,000	Limits TBD by Risk Manager
Over \$25,000 to \$5,000,000	\$1 Million per Occurrence/\$2 Million Aggregate
Over \$5 Million	Limits TBD by Risk Manager

Umbrella excess liability may be used to reach the limits stated above.

C. The following general requirements apply:

1. Insurance carrier must be authorized to do business in the State of California.
2. Insurance carrier must have a rating of or equivalent to B++, VII, by A.M. Best Company.
3. Coverage must include personal injury, protective and employer liability.
4. Certificate must include evidence of the amount of any deductible or self-insured retention under the policy.
5. Contractor's general liability and automobile insurance coverage must be primary and non-contributory over any insurance the City may maintain, that is, any such City insurance shall be excess to limits stated in the certificate.

D. Verification of Insurance coverage may be provided by: (1) an approved General and/or Auto Liability Endorsement Form for the City of Palm Springs or (2) an acceptable Certificate

of Liability Insurance Coverage with an approved Additional Insured Endorsement (see attached) with the following endorsements stated on the certificate:

1. "The City of Palm Springs, its officials, employees and agents are named as an additional insured" ("as respects a specific contract" or "for any and all work performed with the City" may be included in this statement).
2. "This insurance is primary and non-contributory over any insurance or self-insurance the City may have" ("as respects a specific contract" or "for any and all work performed with the City" may be included in this statement).
3. "Should any of the above described policies be canceled before the expiration date thereof, the issuing company will mail 30 days written notice to the Certificate Holder named." Language such as, "endeavor to" mail and "but failure to mail such notice shall impose no obligation or liability of any kind upon the company, its agents or representative" is not acceptable and must be crossed out. See Example A below.
4. Both the Workers' Compensation and Employers' Liability policies shall contain the insurer's waiver of subrogation in favor of City, its elected officials, officers, employees, agents and volunteers. See Example B below.

In addition to the endorsements listed above, the City of Palm Springs shall be named the certificate holder on the policy.

All certificates and endorsements are to be received and approved by the City before work commences. All certificates of insurance must be authorized by a person with authority to bind coverage, whether that is the authorized agent/broker or insurance underwriter. Failure to obtain the required documents prior to the commencement of work shall not waive the contractor's obligation to provide them.

E. Acceptable Alternatives to Insurance Industry Certificates of Insurance:

- A copy of the full insurance policy which contains a thirty (30) days' cancellation notice provision (ten (10) days for non-payment of premium) and additional insured and/or loss-payee status, when appropriate, for the City.
- Binders and Cover Notes are also acceptable as interim evidence for up to 90 days from date of approval

F. Endorsement Language for Insurance Certificates

Example

A:

SHOULD ANY OF THE ABOVE-REFERENCED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, THE ISSUING INSURER WILL ENDEAVOR TO MAIL 30 DAYS* WRITTEN NOTICE TO THE CERTIFICATE HOLDER NAMED HEREIN BUT ~~FAILURE TO MAIL SUCH NOTICE SHALL IMPOSE NO OBLIGATION OR LIABILITY OF ANY KIND UPON THE INSURER, ITS AGENTS OR REPRESENTATIVES.~~

**The broker/agent can include a qualifier stating "10 days notice for nonpayment of premium."*

Example B:

"IT IS UNDERSTOOD AND AGREED THAT THE COMPANY WAIVES THE RIGHT OF SUBROGATION AGAINST THE ABOVE ADDITIONAL INSURED (S), BUT ONLY AS RESPECTS THE JOB OR PREMISES DESCRIBED IN THE CERTIFICATE ATTACHED HERETO."

G. Alternative Programs/Self-

Insurance. Under certain circumstances, the City may accept risk financing mechanisms such as Risk Retention Groups, Risk Purchasing Groups, off-shore carriers, captive insurance programs and self-insurance programs as verification of insurance coverage. These programs are subject to separate approval once the City has reviewed the relevant audited financial statements and made a determination that the program provides sufficient coverage to meet the City's requirements.



**REQUEST FOR QUOTE (RFQ 2013-07)
RUBBER REMOVAL AT PALM SPRINGS
INTERNATIONAL AIRPORT**

ADDENDUM NO. 1

This Addendum is being issued for the following changes and informational items:

THE FOLLOWING REVISIONS AND/OR ADDITIONS TO THE RFQ DOCUMENT AND INSTRUCTIONS ARE TO BE INCLUDED AND SHALL TAKE PRECEDENCE OVER ANYTHING CONTRARY ON THE PREVIOUSLY ISSUED SPECIFICATIONS AND INSTRUCTIONS AND SHALL BE REFERRED TO HEREINAFTER AS PART OF THE CONTRACT DOCUMENTS.

The City has received the following questions and is hereby providing answers thereto:

RESPONSES TO QUESTIONS RECEIVED TO DATE:

Q 1: Your engineer spec out this is to use high pressure water blasting method. We use environmental friendly detergent solution method to clean and flush. The key is no damage to the runway pavement. You have a asphalt/pores friction runway, I don't understand why airport operation will allows such method to the cleaning?

A 1: *The Airport is not in a position to allow alternative bids for rubber removal at this time. We are in the beginning stages of applying thermoplastics to various surfaces and do not have the resources to consider the ramifications of other methodologies of rubber removal other than the historical and present engineered specification provided for this RFP.*

BY ORDER OF THE CITY OF PALM SPRINGS, CALIFORNIA

**Cheryl Martin, CPPB
Procurement Specialist I**

DATE: May 29, 2013

ADDENDUM ACKNOWLEDGMENT:

Proposer Firm Name: Nil Fisk Advance

Authorized Signature: [Handwritten Signature]

Date: 6/5/13

Acknowledgment of Receipt of Addendum 1 is required by signing and returning a copy of this addendum with your response. Failure to acknowledge this Addendum may result in your RFQ being deemed non-responsive.



Contract Cleaning

Airport Runway Rubber and Paint Line Removal

Advance is a brand of Nilfisk-Advance, Inc., one of the world's leading manufacturers of high-quality commercial and industrial floor and surface maintenance equipment. Recognized worldwide for the quality of our products and services, we provide sustainable contract cleaning services for airport runway rubber and paint line removal as well as ramp area and parking structure surface cleaning.

Using equipment that features Nilfisk-Advance's patented Cyclone cleaning technology, we offer our customers proprietary high-pressure and ultra-high pressure cleaning services that are economical and environmentally friendly.

The patented Cyclone cleaning technology offers customers the highest levels of sustainable outdoor surface cleaning available in the marketplace today. Nilfisk-Advance's contract surface cleaning team of highly-trained and experienced operators use this equipment to provide unmatched airport runway and ramp area maintenance. Compared to other runway cleaning methods that use harmful chemicals or machines that can damage the runway surface, Cyclone machines use only high pressure water and high velocity air movement to safely and effectively clean the surface. In addition, the unique Cyclone head provides instant recovery of waste and water with no runoff or discharge to the environment. The surface is left clean without standing water – ready for immediate use.

Recovered waste is pumped to an on-board tank that separates the solids from the liquids for easy and environmentally responsible disposal. While other service machines create slurry of recovery water and debris that is dumped down the drain, Cyclone machines contain the non-hazardous, crumb-like rubber debris removed from the airport runways which can be safely disposed of or recycled.

With over 20 years of runway rubber and paint line removal experience, we have provided some of the busiest airports in the world with exceptional customer service.

For more information, please contact:

1. **Contract Cleaning Services Manager:** Vince Indrizzo 480-345-7733 Contract.services@nilfisk-advance.com
2. **National Account Manager:** Nolan Tomasik 415-233-3403 nolan.tomasik@nilfisk-advance.co



REFERENCES

Client Airport: Sky Harbor International Airport – Rubber & Paint Removal/ Ramp and RON Cleaning

- Contact: Danny Romero
 - Airport Maintenance
 - (602)-273-3416

Client Airport: Las Vegas McCarran International Airport – Rubber & Paint Removal/ Ramp and RON Cleaning

- Contact: Mike Seed
 - Purchasing
 - (702)-261-5176

Client Airport: Albuquerque Sun port – Rubber Removal

- Contact: Lance McKinney
 - Airport Maintenance
 - (505)-244-7859

Client Airport: Los Angeles World Airports – Rubber & Paint Removal

- Contact: Tom Wall
 - Airport Maintenance
 - (424)-646-7900

Client Airport: San Francisco International Airport – Rubber Removal

- Contact: Stan Palintik
 - Airport Maintenance
 - (650)-821-7735

Client Airport: Sacramento International Airport – Rubber Removal

- Contact: Louis Morales
 - Airport Maintenance
 - (916)-874-0746

Client Airport: Ontario International Airport – Rubber & Paint Removal

- Contact: Soloman Hayes
 - Airport Maintenance
 - (909)-937-2730



Client Airport: Tucson International Airport – Rubber Removal

- Contact: Mark McReynolds
 - Airport Maintenance
 - (520)-573-5149

Client Airport: John Wayne International Airport – Rubber Removal/ Ramp and RON Cleaning

- Contact: Nick Summers
 - Airport Maintenance
 - (949)-292-3046

Client Airport: Reno/Tahoe International Airport – Rubber & Paint Removal

- Contact: Scott Harkima
 - Airport Maintenance
 - (775)-690-0218

Client Airport: Burbank “Bob Hope” International Airport – Rubber Removal

- Contact: Ron Mason
 - Airport Maintenance
 - (818)-381-3414

Client Airport: Palm Springs International Airport – Rubber & Paint Removal

- Contact: Bud Riffle
 - Airport Maintenance
 - (760)-318-3846

Client Airport: Port of Portland– Rubber Removal

- Contact: Wolfgang Deppenmier
 - Airport Maintenance
 - (503)-460-4569

Client Airport: Salt Lake City International Airport – Rubber & Paint Removal

- Contact: Tom Gerard
 - Airport Maintenance
 - (801)-531-4631



MILITARY REFERENCES

Client Airport: Lemoore NAV – Rubber & Paint Removal

- Contact: Dave Banton: T- Simmons Contracting
 - Airport Maintenance
 - (559)-217-2977

Client Airport: Pt. Mugu NAV – Rubber & Paint Removal

- Contact: Dave Banton: T- Simmons Contracting
 - Airport Maintenance
 - (559)-217-2977

Client Airport: Ft. Bliss – Biggs Army Airfield – Rubber Removal

- Contact: Major Mike Knipple
 - Airport Maintenance
 - (915)-568-0836

Client Airport: Beale AFB – Rubber & Paint Removal

- Contact: George Santos: Santos Excavating, Inc.
 - Airport Maintenance
 - (530)-891-9132

Client Airport: Travis AFB – Rubber Removal

- Contact: Don Lyons: Vintage Paving, Inc.
 - Airport Maintenance
 - (530)-795-0132

Client Airport: Miller/Ripley Army – Rubber Removal

- Contact: James McArdell/ Nathan Foster
 - Airport Maintenance
 - (320)-616-3007 or 2780



Client Airport: Beale AFB – Rubber & Paint Removal

- Contact: Martin Brothers Construction/ Felipe Martin
 - Sub Contract
 - (916)-381-091

Client Airport: El Centro NAV – Rubber Removal

- Contact: Runway Services/ Sean Ackerman
 - Sub Contract
 - (818)-381-6663



RAMP ONLY REFERENCES

Client Airport: San Diego International Airport – Ramp and RON Cleaning

- Contact: Jeronimo Chavez
 - Airport Maintenance
 - (619)-980-9864

Client Airport: St. Louis Lambert Field – Ramp Cleaning

- Contact: Chuck Fischer
 - Airport Maintenance
 - (314)-429-8497





City of Phoenix

To: Whom It May Concern

Date: February 28, 2012

From: Curtis Richardson
Aviation Supervisor II
Airfield-Special Maintenance
Sky Harbor International Airport

Subject: SUBJECT: NILFISK-ADVANCE FORMERLY CYCLONE SURFACE CLEANING
REFERENCE LETTER

Nilfisk-Advanced performed rubber removal, paint removal and gate scrubbing services at Sky Harbor International Airport (SHIA) for approximately fifteen years. During this time, they provided exemplary service. Their employees are knowledgeable, courteous and willing to do the right thing for the customer.

Nilfisk-Advanced was always resourceful, creative, and solution-oriented. They frequently come up with new and innovative approaches to complete every project without causing damage to City of Phoenix property. We maintained close communication with the company's field/service personnel and they always kept us apprised of their upcoming workload. During my tenure, I cannot remember a time when they failed to arrive and/or complete all work they were contracted to perform.

In closing, based on my experience working with this company, I can refer Nilfisk-Advanced to you for any of the work mentioned in the previous paragraph. If you would like further elaboration, feel free to call.

Curtis Richardson, MBA, C.M.
Aviation Supervisor II
F&S Airfield (Special) Maintenance
Sky Harbor International Airport
602-273-4310 (O)
602-768-4210 (C)