



Procurement

300 Turner Street NW
North End Center, Ste 2100
Blacksburg, Virginia 24061
P: (540) 231-6221 F: (540) 231-9628
www.procurement.vt.edu

September 6, 2023

Textron Aviation Inc
Jeff Dowden
615 Service Center Dr
Greensboro, NC 27410

Dear Jeff,

Subject: Contract Renewal Letter

Virginia Tech Contract #: TS-026-11
Commodity/Service: Aircraft Maintenance Services
Renewal Period: 2/1/24 - 1/31/26
Renewal #: (7) two-year renewal

In accordance with the renewal provision of the original contract, the university would like to renew the contract for an additional term. Please advise concerning your intention by signing in the appropriate space below. A signed copy of this letter should be received in Procurement by 10/31/23.

If allowed by the contract, price adjustments must be requested at the time of renewal in accordance with the contract documents. Price adjustments are not automatic or retroactive and are only implemented upon request by the vendor at the time of renewal.

In addition, review the attached form which shows your company information as listed in the university's vendor database. If any of this information has changed, make corrections directly on the form, and return with this letter. It is essential this information be accurate for payments to be processed in a timely manner.

Virginia Tech recommends that our vendors utilize the Wells One AP Control Payment System for payment of all invoices and strongly encourages all vendors under contract with the university to participate in this program. If your firm is not enrolled in the program, refer to our website: <http://www.procurement.vt.edu/Vendor/WellsOne.html> or contact me directly for more information.

Sincerely,


Chad Dalton
Procurement Contract Support Specialist
(540) 231-9129

Textron Aviation Inc **agrees** to renew the contract under the terms and conditions of the subject contract.

Authorized Signature:  Date: 9/7/2023
Name: Jeff Dowden Title: General Manager
(please print)

We currently participate in the Wells One Program: _____

We would like to participate in the Wells One Program: _____

Approved: 
Director of Procurement

Date:

9/7/2023

Model	Product Description	2024	2025
560XL	Inspection Document 01	\$13,174.38	\$13,833.10
560XL	Inspection Document 02	\$3,348.00	\$3,515.40
560XL	Inspection Document 03	\$7,817.58	\$8,208.46
560XL	Inspection Document 06	\$44,277.30	\$46,491.17
560XL	Inspection Document 07	\$9,173.52	\$9,632.20
560XL	Inspection Document 08	\$30,483.54	\$32,007.72
560XL	Inspection Document 11	\$418.50	\$439.43
560XL	Inspection Document 12	\$334.80	\$351.54
560XL	Inspection Document 13	\$9,324.18	\$9,790.39
560XL	Inspection Document 16	\$43,239.42	\$45,401.39
560XL	Inspection Document 17	\$1,171.80	\$1,230.39
560XL	Inspection Document 18	\$184.14	\$193.35
560XL	Inspection Document 19	\$1,339.20	\$1,406.16
560XL	Inspection Document 20	\$2,678.40	\$2,812.32
560XL	Inspection Document 21	\$753.30	\$790.97
560XL	Inspection Document 22	\$619.38	\$650.35
560XL	Inspection Document 25	\$368.28	\$386.69
560XL	Inspection Document MB	\$1,071.36	\$1,124.93
560XL	Inspection Document MD	\$2,343.60	\$2,460.78
560XL	Inspection Document ME	\$31,806.00	\$33,396.30
560XL	Inspection Document MF	\$8,370.00	\$8,788.50
560XL	Inspection Document MG	\$167.40	\$175.77
560XL	Inspection Document MH	\$167.40	\$175.77
560XL	Inspection Document MI	\$167.40	\$175.77
560XL	Inspection Document MJ	\$2,008.80	\$2,109.24
560XL	Inspection Document MK	\$167.40	\$175.77
560XL	Inspection Document ML	\$1,004.40	\$1,054.62
560XL	Inspection Document MM	\$167.40	\$175.77
560XL	Inspection Document MN	\$167.40	\$175.77
560XL	Inspection Document MO	\$167.40	\$175.77
560XL	Inspection Document MP	\$33.48	\$35.15
560XL	Inspection Document MR	\$167.40	\$175.77

CONTRACT MODIFICATION AGREEMENT

Date: September 6, 2023
Contract No.: TS-026-11
Modification No.: Five
Issued By: Virginia Polytechnic Institute and State University (Virginia Tech)
Contractor: Textron Aviation Inc
Commodity: Aircraft Maintenance Services

This Supplemental Agreement is entered into pursuant to the provisions of the basic contract.

Description of Modification:

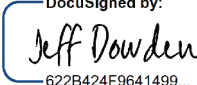
Update discretionary and flat rate inspection labor rates (attached):

Year 2024
Discretionary labor - \$175 hr
Offsite Labor - \$225 hr

Year 2025
Discretionary labor - \$184 hr
Offsite Labor - \$236 hr

Except as provided herein, all terms and conditions of Contract Number TS-026-11, as heretofore changed, remain unchanged and in full force and effect.

Contractor

By:  _____
DocuSigned by:
622B424F9641499...
Jeff Dowden General Manager
Name and Title

Virginia Tech

By:  _____
DocuSigned by:
5943314F5CD3478...
Mary W. Helmick
Director of Procurement

CONTRACT MODIFICATION AGREEMENT

Date: January 10, 2022
Contract No.: TS-026-11
Modification No.: Three (3) *Four (4) re*
Issued By: Virginia Polytechnic Institute and State University (Virginia Tech)
Contractor: Textron Aviation Inc.
Commodity: Aircraft Maintenance Services

This Supplemental Agreement is entered into pursuant to the provisions of the basic contract.

Description of Modification:

Update discretionary and flat rate inspection labor rates (attached):

Year 2022

Discretionary labor - \$145 hr

Offsite Labor - \$200 hr

Year 2023

Discretionary labor - \$150 hr


Offsite Labor - \$206 hr

Except as provided herein, all terms and conditions of Contract Number TS-026-11, as heretofore changed, remain unchanged and in full force and effect.

Contractor

Virginia Tech

By:


(Signature)
Jeff Dawden General Manager
Name and Title

By:

DocuSigned by:

5943314F5CD3478...
Mary W. Helmick
Director of Procurement

Flat Rate Inspection – Contract NO: TS-026-11

560XL	2022 Pricing	2023 Pricing
Inspection Document 01	\$10,962.00	\$11,290.86
Inspection Document 02	\$861.30	\$887.14
Inspection Document 03	\$9,396.00	\$9,677.88
Inspection Document 04	\$3,993.30	\$4,113.10
Inspection Document 06	\$41,185.80	\$42,421.37
Inspection Document 07	\$8,581.68	\$8,839.13
Inspection Document 08	\$28,516.86	\$29,372.37
Inspection Document 11	\$391.50	\$403.25
Inspection Document 12	\$313.20	\$322.60
Inspection Document 13	\$8,847.90	\$9,113.34
Inspection Document 16	\$40,449.78	\$41,663.27
Inspection Document 17	\$1,096.20	\$1,129.09
Inspection Document 18	\$172.26	\$177.43
Inspection Document 19	\$1,252.80	\$1,290.38
Inspection Document 20	\$2,505.60	\$2,580.77
Inspection Document 21	\$704.70	\$725.84
Inspection Document 22	\$579.42	\$596.80
Inspection Document 25	\$344.52	\$354.86
Inspection Document MB	\$1,002.24	\$1,032.31
Inspection Document MD	\$2,192.40	\$2,258.17
Inspection Document ME	\$29,754.00	\$30,646.62
Inspection Document MF	\$4,228.20	\$4,355.05
Inspection Document MG	\$156.60	\$161.30
Inspection Document MH	\$156.60	\$161.30
Inspection Document MI	\$156.60	\$161.30
Inspection Document MJ	\$1,879.20	\$1,935.58
Inspection Document MK	\$156.60	\$161.30
Inspection Document ML	\$939.60	\$967.79
Inspection Document MM	\$156.60	\$161.30
Inspection Document MN	\$156.60	\$161.30
Inspection Document MO	\$156.60	\$161.30
Inspection Document MP	\$31.32	\$32.26
Inspection Document MR	\$156.60	\$161.30



Procurement
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November 2, 2021

Textron Aviation Inc.
Attn: Jeff Dowden
615 Service Center Dr
Greensboro, NC 27410

Dear Mr. Dowden:

Subject: Contract Renewal Letter

Virginia Tech Contract #: TS-026-11
Commodity/Service: Aircraft Maintenance Services
Renewal Period: February 1, 2022 - January 31, 2024
Renewal #: (6) two-year renewal

In accordance with the renewal provision of the original contract, the university would like to renew the contract for an additional term. Please advise concerning your intention by signing in the appropriate space below. A signed copy of this letter should be received in Procurement as soon as possible.

If allowed by the contract, price adjustments must be requested at the time of renewal in accordance with the contract documents. Price adjustments are not automatic or retroactive and are only implemented upon request by the vendor at the time of renewal.

In addition, review the attached form which shows your company information as listed in the university's vendor database. If any of this information has changed, make corrections directly on the form, and return with this letter. It is essential this information be accurate for payments to be processed in a timely manner.

Virginia Tech recommends that our vendors utilize the Wells One AP Control Payment System for payment of all invoices and strongly encourages all vendors under contract with the university to participate in this program. If your firm is not enrolled in the program, refer to our website: <http://www.procurement.vt.edu/Vendor/WellsOne.html> or contact me directly for more information.

Sincerely,
Kim Widrig *KW for RW*
Senior Buyer

Telephone: (540) 231-8543

Textron Aviation Inc. agrees to renew the contract under the terms and conditions of the subject contract.

Authorized Signature: *Jeff Dowden* Date: 1/10/22
Name: JEFF DOWDEN Title: General Manager
(please print)

We currently participate in the Wells One Program.

We would like to participate in the Wells One Program

KW/sr _____
Approved: *Mary Helmick* DocuSigned by: _____
5943314F5CD3478...
Director of Procurement
Date: 1/12/2022

CONTRACT MODIFICATION AGREEMENT

Date: ^{TS} January 14, 2020
Contract No.: ^{TS} UCP-026-11
Modification No.: Two (2) Three (3)
Issued By: Virginia Polytechnic Institute and State University (Virginia Tech)
Contractor: Textron Aviation Inc.
Commodity: Aircraft Maintenance Services

This Supplemental Agreement is entered into pursuant to the provisions of the basic contract.

Description of Modification:

Update discretionary and flat rate inspection labor rates:

Year 2020
Discretionary labor - \$128 per hr
Flat Rate tasks & Inspections - \$138.24


Year 2021
Discretionary labor - \$131 per hr
Flat Rate tasks & Inspections - \$141.48

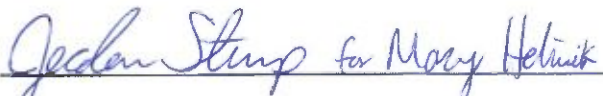
Except as provided herein, all terms and conditions of Contract Number UCP-026-11, as heretofore changed, remain unchanged and in full force and effect.

^{TS}
RW

Contractor

Virginia Tech

By:  1/23/20
(Signature)
Jeff Darden General Manager
Name and Title

By: 
Mary W. Helmick
Director of Procurement



Procurement
 300 Turner Street NW
 North End Center, Ste 2100
 Blacksburg, Virginia 24061
 P: (540) 231-6221 F: (540) 231-9628
www.procurement.vt.edu

January 9, 2020

Jeff Dowden
 Textron Aviation Inc
 615 Service Center Dr
 Greensboro NC 27410

Dear Mr. Dowden:

Subject: Contract Renewal Letter

Virginia Tech Contract #: TS-026-11
 Commodity/Service: Aircraft Maintenance Services
 Renewal Period: February 1, 2020 to January 31, 2022
 Renewal #: 5- two-year renewal

In accordance with the renewal provision of the original contract, the university would like to renew the contract for an additional term. Please advise concerning your intention by signing in the appropriate space below. A signed copy of this letter should be received in Procurement by January 13, 2020.

If allowed by the contract, price adjustments must be requested at the time of renewal in accordance with the contract documents. Price adjustments are not automatic or retroactive and are only implemented upon request by the vendor at the time of renewal.

In addition, review the attached form which shows your company information as listed in the university's vendor database. If any of this information has changed, make corrections directly on the form, and return with this letter. It is essential this information be accurate for payments to be processed in a timely manner.

Virginia Tech recommends that our vendors utilize the Wells One AP Control Payment System for payment of all invoices and strongly encourages all vendors under contract with the university to participate in this program. If your firm is not enrolled in the program, refer to our website: <http://www.procurement.vt.edu/Vendor/WellsOne.html> or contact me directly for more information.

Sincerely,
 Kim Widrig
 Buyer Senior/ Contracts Officer

Telephone: (540) 231-8543

Textron Aviation Inc agrees to renew the contract under the terms and conditions of the subject contract.

Authorized Signature: Date: 1/23/20
 Name: JEFF DOWDEN Title: General Manager
 (please print)

We currently participate in the Wells One Program. _____
We would like to participate in the Wells One Program _____

KW/kbl

Approved:
 Mary W. Helmick
 Director of Procurement
 Date: 1/27/20

Model	Description	2020	2021
560XL	Rev 46 - Perform Inspection Document 1	\$ 10,174.46	\$ 10,412.93
560XL	Rev 46 - Perform Inspection Document 2	\$ 1,064.45	\$ 1,089.40
560XL	Rev 46 - Perform Inspection Document 3	\$ 7,520.26	\$ 7,696.51
560XL	Rev 46 - Perform Inspection Document 4	\$ 3,525.12	\$ 3,607.74
560XL	Rev 46 - Perform Inspection Document 6	\$ 38,195.71	\$ 39,090.92
560XL	Rev 46 - Perform Inspection Document 7	\$ 7,575.55	\$ 7,753.10
560XL	Rev 46 - Perform Inspection Document 8	\$ 25,173.50	\$ 25,763.51
560XL	Rev 46 - Perform Inspection Document 11	\$ 290.30	\$ 297.11
560XL	Rev 46 - Perform Inspection Document 12	\$ 69.12	\$ 70.74
560XL	Rev 46 - Perform Inspection Document 13	\$ 8,640.00	\$ 8,842.50
560XL	Rev 46 - Perform Inspection Document 16	\$ 35,707.39	\$ 36,544.28
560XL	Rev 46 - Perform Inspection Document 17	\$ 857.09	\$ 877.18
560XL	Rev 46 - Perform Inspection Document 18	\$ 152.06	\$ 155.63
560XL	Rev 46 - Perform Inspection Document 19	\$ 1,340.93	\$ 1,372.36
560XL	Rev 46 - Perform Inspection Document 20	\$ 2,211.84	\$ 2,263.68
560XL	Rev 46 - Perform Inspection Document 21	\$ 622.08	\$ 636.66
560XL	Rev 46 - Perform Inspection Document 22	\$ 511.49	\$ 523.48
560XL	Rev 46 - Perform Inspection Document 25	\$ 304.13	\$ 311.26
560XL	Rev 46 - Perform Inspection Document MB	\$ 884.74	\$ 905.47
560XL	Rev 46 - Perform Inspection Document MD	\$ 1,935.36	\$ 1,980.72
560XL	Rev 46 - Perform Inspection Document ME	\$ 11,211.26	\$ 11,474.03
560XL	Rev 46 - Perform Inspection Document MF	\$ 3,732.48	\$ 3,819.96
560XL	Rev 46 - Perform Inspection Document MG	\$ 276.48	\$ 282.96
560XL	Rev 46 - Perform Inspection Document MI	\$ 138.24	\$ 141.48
560XL	Rev 46 - Perform Inspection Document MJ	\$ 1,658.88	\$ 1,697.76
560XL	Rev 46 - Perform Inspection Document MK	\$ 138.24	\$ 141.48
560XL	Rev 46 - Perform Inspection Document ML	\$ 276.48	\$ 282.96
560XL	Rev 46 - Perform Inspection Document MM	\$ 138.24	\$ 141.48
560XL	Rev 46 - Perform Inspection Document MN	\$ 138.24	\$ 141.48
560XL	Rev 46 - Perform Inspection Document MO	\$ 138.24	\$ 141.48
560XL	Rev 46 - Perform Inspection Document MP	\$ 27.65	\$ 28.30
560XL	Rev 46 - Perform Inspection Document MR	\$ 138.24	\$ 141.48
560XL	Rev 44 - Perform Inspection Document 1	\$ 2,851.20	\$ 3,112.56
560XL	Rev 44 - Perform Inspection Document 2	\$ 3,615.84	\$ 3,947.29
560XL	Rev 44 - Perform Inspection Document 3	\$ 4,224.96	\$ 4,612.25
560XL	Rev 44 - Perform Inspection Document 4	\$ 5,002.56	\$ 5,461.13
560XL	Rev 44 - Perform Inspection Document 5	\$ 4,108.32	\$ 4,484.92
560XL	Rev 44 - Perform Inspection Document 6	\$ 712.80	\$ 778.14
560XL	Rev 44 - Perform Inspection Document 7	\$ 51.84	\$ 56.59
560XL	Rev 44 - Perform Inspection Document 8	\$ 12,908.16	\$ 14,091.41
560XL	Rev 44 - Perform Inspection Document 9	\$ 10,419.84	\$ 11,374.99
560XL	Rev 44 - Perform Inspection Document 10	\$ 10,368.00	\$ 11,318.40
560XL	Rev 44 - Perform Inspection Document 11	\$ 272.16	\$ 297.11
560XL	Rev 44 - Perform Inspection Document 12	\$ 479.52	\$ 523.48
560XL	Rev 44 - Perform Inspection Document 13	\$ 3,175.20	\$ 3,466.26
560XL	Rev 44 - Perform Inspection Document 14	\$ 25,751.52	\$ 28,112.08
560XL	Rev 44 - Perform Inspection Document 15	\$ 1,010.88	\$ 1,103.54
560XL	Rev 44 - Perform Inspection Document 16	\$ 155.52	\$ 169.78
560XL	Rev 44 - Perform Inspection Document 17	\$ 77.76	\$ 84.89
560XL	Rev 44 - Perform Inspection Document 18	\$ 1,010.88	\$ 1,103.54
560XL	Rev 44 - Perform Inspection Document 19	\$ 1,114.56	\$ 1,216.73
560XL	Rev 44 - Perform Inspection Document 23	\$ 1,036.80	\$ 1,131.84
560XL	Rev 44 - Perform Inspection Document 24	\$ 142.56	\$ 155.63
560XL	Rev 44 - Perform Inspection Document 25	\$ 1,257.12	\$ 1,372.36
560XL	Rev 44 - Perform Inspection Document 26	\$ 557.28	\$ 608.36
560XL	Rev 44 - Perform Inspection Document 27	\$ 997.92	\$ 1,089.40
560XL	Rev 44 - Perform Inspection Document 30	\$ 90.72	\$ 99.04
560XL	Rev 44 - Perform Inspection Document 34	\$ 311.04	\$ 339.55
560XL	Rev 44 - Perform Inspection Document 35	\$ 1,814.40	\$ 1,980.72
560XL	Rev 44 - Perform Inspection Document 36	\$ 544.32	\$ 594.22
560XL	Rev 44 - Perform Inspection Document 40	\$ 285.12	\$ 311.26
560XL	Rev 44 - Perform Inspection Document 43	\$ 1,827.36	\$ 1,994.87
560XL	Rev 44 - Perform Inspection Document 44	\$ 984.96	\$ 1,075.25
560XL	Rev 44 - Perform Inspection Document 45	\$ 1,594.08	\$ 1,740.20
560XL	Rev 44 - Perform Inspection Document 47	\$ 583.20	\$ 636.66
560XL	Rev 44 - Perform Inspection Document 48	\$ 64.80	\$ 70.74
560XL	Rev 44 - Perform Inspection Document 50	\$ 1,710.72	\$ 1,867.54
560XL	Rev 44 - Perform Inspection Document 51	\$ 259.20	\$ 282.96
560XL	Rev 44 - Perform Inspection Document 52	\$ 2,345.76	\$ 2,560.79
560XL	Rev 44 - Perform Inspection Document MB	\$ 829.44	\$ 905.47
560XL	Rev 44 - Perform Inspection Document MD	\$ 1,814.40	\$ 1,980.72
560XL	Rev 44 - Perform Inspection Document ME	\$ 10,510.56	\$ 11,474.03
560XL	Rev 44 - Perform Inspection Document MF	\$ 3,499.20	\$ 3,819.96
560XL	Rev 44 - Perform Inspection Document MG	\$ 129.60	\$ 141.48

Model	Description	2020	2021
680 Sovereign	Perform Inspection Document 1	\$ 14,833.15	\$ 15,180.80
680 Sovereign	Perform Inspection Document 2	\$ 2,889.22	\$ 2,956.93
680 Sovereign	Perform Inspection Document 3	\$ 7,686.14	\$ 7,866.29
680 Sovereign	Perform Inspection Document 4	\$ 4,257.79	\$ 4,357.58
680 Sovereign	Perform Inspection Document 5	\$ 7,255.81	\$ 6,607.12
680 Sovereign	Perform Inspection Document 6	\$ 45,575.94	\$ 45,825.37
680 Sovereign	Perform Inspection Document 7	\$ 787.97	\$ 806.44
680 Sovereign	Perform Inspection Document 8	\$ 25,857.34	\$ 26,258.69
680 Sovereign	Perform Inspection Document 9	\$ 96.77	\$ 99.04
680 Sovereign	Perform Inspection Document 10	\$ 138.24	\$ 141.48
680 Sovereign	Perform Inspection Document 11	\$ 276.48	\$ 282.96
680 Sovereign	Perform Inspection Document 12	\$ 4,506.62	\$ 4,612.25
680 Sovereign	Perform Inspection Document 13	\$ 7,782.91	\$ 7,965.32
680 Sovereign	Perform Inspection Document 14	\$ 1,105.92	\$ 1,131.84
680 Sovereign	Perform Inspection Document 15	\$ 5,168.38	\$ 4,470.77
680 Sovereign	Perform Inspection Document 16	\$ 37,048.32	\$ 37,916.64
680 Sovereign	Perform Inspection Document 17	\$ 2,764.80	\$ 2,829.60
680 Sovereign	Perform Inspection Document 18	\$ 552.96	\$ 565.92
680 Sovereign	Perform Inspection Document 19	\$ 17,127.94	\$ 17,529.37
680 Sovereign	Perform Inspection Document 20	\$ 2,211.84	\$ 2,263.68
680 Sovereign	Perform Inspection Document 25	\$ 608.26	\$ 622.51
680 Sovereign	Perform Inspection Document MC	\$ 525.31	\$ 537.62
680 Sovereign	Perform Inspection Document MD	\$ 4,451.33	\$ 4,555.66
680 Sovereign	Perform Inspection Document MF	\$ 3,303.94	\$ 3,381.37
680 Sovereign	Perform Inspection Document MG	\$ 525.31	\$ 537.62
680 Sovereign	Perform Inspection Document MH	\$ 6,359.04	\$ 6,508.08
680 Sovereign	Perform Inspection Document MJ	\$ 606.26	\$ 622.51
680 Sovereign	Perform Inspection Document MK	\$ 14,515.20	\$ 14,855.40
680 Sovereign	Perform Inspection Document MQ	\$ 2,460.67	\$ 2,518.34

560XL	Rev 44 - Perform Inspection Document MH	\$ 129.60	\$ 141.48
560XL	Rev 44 - Perform Inspection Document MI	\$ 129.60	\$ 141.48
560XL	Rev 44 - Perform Inspection Document MJ	\$ 1,555.20	\$ 1,697.76
560XL	Rev 44 - Perform Inspection Document MK	\$ 129.60	\$ 141.48
560XL	Rev 44 - Perform Inspection Document ML	\$ 259.20	\$ 282.96
560XL	Rev 44 - Perform Inspection Document MM	\$ 129.60	\$ 141.48
560XL	Rev 44 - Perform Inspection Document MN	\$ 129.60	\$ 141.48
560XL	Rev 44 - Perform Inspection Document MO	\$ 129.60	\$ 141.48
560XL	Rev 44 - Perform Inspection Document MP	\$ 25.92	\$ 28.30
560XL	Rev 44 - Perform Inspection Document MQ	\$ 64.80	\$ 70.74
560XL	Rev 44 - Perform Inspection Document MR	\$ 129.60	\$ 141.48
560XL	Perform Inspection Phase 1	\$ 3,097.44	\$ 3,381.37
560XL	Perform Inspection Phase 2	\$ 4,769.28	\$ 5,206.46
560XL	Perform Inspection Phase 3	\$ 583.20	\$ 636.66
560XL	Perform Inspection Phase 4	\$ 1,944.00	\$ 2,122.20
560XL	Perform Inspection Phase 5	\$ 52,734.24	\$ 57,568.21
560XL	Perform Inspection Phases 1 through 5	\$ 59,971.75	\$ 65,469.16
560XL	Perform Inspection Phases 1 through 4, B	\$ 11,365.92	\$ 12,407.80
560XL	Perform Inspection Phases 1 through 5, B	\$ 59,965.92	\$ 65,462.80
560XL	Perform Inspection Phases 2 and 5	\$ 57,503.52	\$ 62,774.68
560XL	Perform Inspection Phases 3 and 4	\$ 2,229.12	\$ 2,433.46
560XL	Perform Inspection Phases 3, 4, and 5	\$ 54,963.38	\$ 60,001.67
560XL	Perform Inspection Phases 3 and 5	\$ 53,317.44	\$ 58,204.87
560XL	Perform Inspection Phases 4 and 5	\$ 54,380.16	\$ 59,365.01
560XL	Perform Inspection Phase 7	\$ 894.24	\$ 976.21
560XL	Perform Inspection Phase 8	\$ 259.20	\$ 282.96
560XL	Perform Inspection Phase 9 (both)	\$ 596.16	\$ 650.81
560XL	Perform Inspection Phase 18	\$ 3,227.04	\$ 3,522.85
560XL	Perform Inspection Phase 20	\$ 2,203.20	\$ 2,405.16
560XL	Perform Inspection Phase 21	\$ 868.32	\$ 947.92
560XL	Perform Inspection Phase 28	\$ 1,036.80	\$ 1,131.84
560XL	Perform Inspection Phase 30	\$ 1,944.00	\$ 2,122.20
560XL	Perform Inspection Phase 49	\$ 1,944.00	\$ 2,122.20
560XL	Perform Inspection Phase 51	\$ 6,898.40	\$ 7,639.92
560XL	Perform Inspection Phase 51 during Phase 5	\$ 2,592.00	\$ 2,829.60
560XL	Perform Inspection Phase 52	\$ 583.20	\$ 636.66
560XL	Perform Inspection Phase 53	\$ 959.04	\$ 1,046.95
560XL	Perform Inspection Phase 58	\$ 259.20	\$ 282.96
560XL	Perform Inspection Phase 59	\$ 3,719.52	\$ 4,060.48
560XL	Perform Inspection Phase 60	\$ 8,592.48	\$ 9,380.12
560XL	Perform Inspection Phase 63	\$ 712.80	\$ 778.14
560XL	Perform Inspection Phase 66	\$ 479.52	\$ 523.48
560XL	Perform Inspection Phase 67	\$ 129.60	\$ 141.48
560XL	Perform Inspection Phase 68	\$ 64.80	\$ 70.74
560XL	Perform Inspection Phase 69	\$ 1,710.72	\$ 1,867.54
560XL	Perform Inspection Phase 70	\$ 259.20	\$ 282.96
560XL	Perform Inspection Phase 71	\$ 2,345.76	\$ 2,560.79
560XL	Perform Inspection Phase B	\$ 1,775.52	\$ 1,938.28
560XL	Perform Inspection Phase MB	\$ 829.44	\$ 905.47
560XL	Perform Inspection Phase MD	\$ 1,814.40	\$ 1,980.72
560XL	Perform Inspection Phase ME	\$ 10,510.56	\$ 11,474.03
560XL	Perform Inspection Phase MF	\$ 3,499.20	\$ 3,819.96
560XL	Perform Inspection Phase MG	\$ 129.60	\$ 141.48
560XL	Perform Inspection Phase MH	\$ 129.60	\$ 141.48
560XL	Perform Inspection Phase MI	\$ 129.60	\$ 141.48
560XL	Perform Inspection Phase MJ	\$ 1,555.20	\$ 1,697.76
560XL	Perform Inspection Phase MK	\$ 129.60	\$ 141.48
560XL	Perform Inspection Phase ML	\$ 259.20	\$ 282.96
560XL	Perform Inspection Phase MM	\$ 129.60	\$ 141.48
560XL	Perform Inspection Phase MN	\$ 129.60	\$ 141.48
560XL	Perform Inspection Phase MO	\$ 129.60	\$ 141.48
560XL	Perform Inspection Phase MP	\$ 25.92	\$ 28.30
560XL	Perform Inspection Phase MQ	\$ 129.60	\$ 141.48

CONTRACT RENEWAL AND MODIFICATION AGREEMENT

Date: January 16, 2018
Contract No.: TS-026-11
Renewal No. Four (4)
Modification No.: Two (2)
Issued By: Virginia Polytechnic Institute and State University (Virginia Tech)
Contractor: Textron Aviation Inc.
Commodity: Aircraft Maintenance Services

This Supplemental Agreement is entered into pursuant to the provisions of the basic contract.

Description of Modification:

The contract shall reflect the shop rates listed below, effective at time of renewal:


2018 Labor Rate: \$129.60

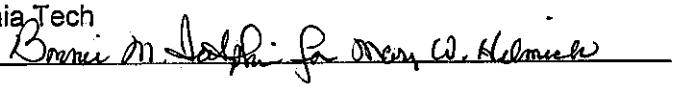
2019 Labor Rate: \$132.84

The attached flat rate pricing will be reflected effective February 1, 2018.

The contract is hereby renewed for an additional 2 years, effective February 1, 2018 and will now expire on January 31, 2020.

Except as provided herein, all terms and conditions of Contract Number TS-025-11, as heretofore changed, remain unchanged and in full force and effect.

Contractor
By:  1/29/18
(Signature)
JEFF DOUDEW General Manager
Name and Title TEXTRON AVIATION
GREENSBORO, NC

Virginia Tech
By: 
Mary W. Helmick
Director of Procurement

CONTRACT MODIFICATION AGREEMENT

Date: May 8, 2017

Contract No.: TS-026-11

Modification No.: One (1)

Issued By: Virginia Polytechnic Institute and State University (Virginia Tech)

Contractor: Cessna Aircraft Company

Commodity: Aircraft Maintenance Services

This Supplemental Agreement is entered into pursuant to the provisions of the basic contract.

Description of Modification:

1. The contractor's name shall be changed to reflect the amended name due to the Certificate of Merger dated December 7, 2016.

Previous Contract Name:

Cessna Aircraft Company

New Contract Name:

Textron Aviation Inc

Except as provided herein, all terms and conditions of Contract Number TS-025-11, as heretofore changed, remain unchanged and in full force and effect.

Contractor
By: Emily R. Coleman
(Signature)

Emily R. Coleman - Accounting
Name and Title
Section Lead

Virginia Tech
By: Mary W. Helmick

Mary W. Helmick
Director of Procurement

September 14, 2015

Dean Obr
Cessna Aircraft Company
615 Service Center Dr
Greensboro NC 27410

Dear Mr. Obr:

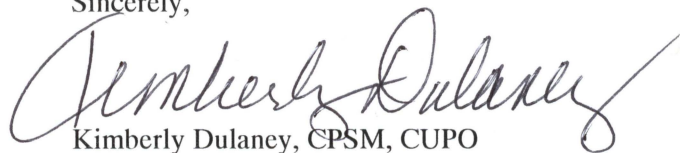
Subject: Virginia Tech Contract # TS-026-11
Commodity/Service:Aircraft Maintenance Services

Thank you for responding to my letter of September 2, 2015 and agreeing to renew the contract for an additional two years. The contract will now expire January 31, 2018.

The attached form shows your company information as listed in the university's vendor database. If any of this information changes, please make corrections directly on the form, and return to me. It is essential that this information be accurate in order for payments to be processed in a timely manner.

We look forward to working with you for an additional year.

Sincerely,



Kimberly Dulaney, CPSM, CUPO
Assistant Director & Contracts Manager
Telephone: (540) 231-8543

KDD/kbl

c: F.M. Pro
Lisa Wilkes

Invent the Future

VENDOR INFORMATION FORM

9/14/2015

TS 026 11

----- for office use -----

Kim Dulaney

Cessna Service Direct, LLC

FULL LEGAL NAME

(Company Name as it appears with your Federal Taxpayer Number)

FEDERAL TAXPAYER NUMBER

Cessna Aircraft Company

BUSINESS NAME/ DBA NAME/TA NAME

(If different than Full Legal Name)

FEDERAL TAXPAYER NUMBER

(If different than ID# above)

Cessna Aircraft Company

BILLING NAME

(Company name as it appears on your invoice)

FEDERAL TAXPAYER NUMBER

(if different than ID# above)

PURCHASE ORDER ADDRESS:

Cessna's Greensboro Citation Service Center

P O BOX ADDRESS 1

615 Service Center Drive

STREET ADDRESS 2

Greensboro

CITY

NC

STATE

27410

ZIP CODE

PAYMENT ADDRESS:

PAYMENT P O BOX ADDRESS 1

23260 Network Place

PAYMENT STREET ADDRESS 2

Chicago

CITY

IL

STATE

60673-1232

ZIP CODE

Dean Obr

CONTACT PERSON

PHONE NUMBER

dobr@txtav.com

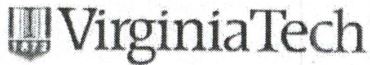
EMAIL

800-771-4272

TOLL FREE NUMBER

336-605-7010

FAX NUMBER



Procurement Department (MC 0333)
 North End Center, Suite 2100, Virginia Tech
 300 Turner Street NW
 Blacksburg, Virginia 24061
 540/231-6221 Fax: 540/231-9628
www.procurement.vt.edu

September 2, 2015

James C. Heasley
 Cessna Aircraft Company
 615 Service Center Dr
 Greenboro NC 27410

Dear Mr. Heasley:

Subject: Virginia Tech Contract # TS-026-11
 Commodity/Service: Aircraft Maintenance Services

This is to inform you that the subject contract expires January 31, 2016. Since the university would like to renew the contract for an additional two year, please advise concerning your intention by signing in the appropriate space listed below. Please return this letter to me by September 25, 2015.

Please review the attached form, which shows your company information as listed in the university's vendor database. If any of this information has changed, make corrections directly on the form, and return with this letter. It is essential that this information be accurate in order for payments to be processed in a timely manner.


Thank you for your attention to this matter.

Sincerely,



Kimberly Dulaney, CPSM, CUPO
 Assistant Director & Contracts Manager
 Telephone: (540) 231-8543


Cessna Aircraft Company **agrees** to renew the contract for an additional two years in accordance with the terms and conditions of the subject contract.

Authorized Signature:  Date: 10-10-15
 Name: Anthony Balestracci Jr. Title: VP Customer Service
 (please print)

Cessna Aircraft Company **does not agree** to renew the contract for an additional two years.

Authorized Signature: _____ Date: _____
 Name: _____ Title: _____
 (please print)

KDD/kbl
 c: FMP

Approved: 
 Kimberly Dulaney, CPSM, CUPO
 Assistant Director and Contracts Manager
 Date: 9/14/15

Invent the Future

VENDOR INFORMATION FORM

8/20/2015

TS 026 11

----- for office use -----

Kim Dulaney

Cessna Service Direct, LLC

FULL LEGAL NAME

(Company Name as it appears with your Federal Taxpayer Number)

FEDERAL TAXPAYER NUMBER

Cessna Aircraft Company

BUSINESS NAME/ DBA NAME/TA NAME

(If different than Full Legal Name)

FEDERAL TAXPAYER NUMBER

(If different than ID# above)

Cessna Aircraft Company

BILLING NAME

(Company name as it appears on your invoice)

FEDERAL TAXPAYER NUMBER

(if different than ID# above)

PURCHASE ORDER ADDRESS:

Cessna's Greensboro Citation Service Center

P O BOX ADDRESS 1

615 Service Center Drive

STREET ADDRESS 2

Greensboro

CITY

NC

STATE

27410

ZIP CODE

PAYMENT ADDRESS:

PAYMENT P O BOX ADDRESS 1

23260 Network Place

PAYMENT STREET ADDRESS 2

Chicago

CITY

IL

STATE

60673-1232

ZIP CODE

~~James C Heasley~~

CONTACT PERSON

Dean Obs

dobs@tctav.com

~~jcheasley@cessna.textron.com~~

EMAIL

PHONE NUMBER

800-771-4272

TOLL FREE NUMBER

336-605-7010

FAX NUMBER

January 30, 2014

James Heasley
Cessna Aircraft Company
615 Service Center Drive
Greensboro NC 27410

Dear Mr. Heasley:

Subject: Virginia Tech Contract # TS-026-11
Commodity/Service: Aircraft Maintenance Services

Thank you for responding to my letter of September 13, 2013 and agreeing to renew the contract for an additional two years. The contract will now expire January 31, 2016.

The attached form shows your company information as listed in the university's vendor database. If any of this information changes, please make corrections directly on the form, and return to me. It is essential that this information be accurate in order for payments to be processed in a timely manner.

We look forward to working with you for an additional year.

Sincerely,



Kimberly Dulaney
Assistant Director & Contracts Manager
Telephone: (540) 231-8543

KDD/kbl

c: F.M. Pro
Joe Garst

Invent the Future

VENDOR INFORMATION FORM

1/29/2014

TS 026 11

----- for office use -----

Kim Dulaney

Cessna Aircraft Company

FULL LEGAL NAME

(Company Name as it appears with your Federal Taxpayer Number)

FEDERAL TAXPAYER NUMBER

Cessna Aircraft Company

BUSINESS NAME/ DBA NAME/TA NAME

(If different than Full Legal Name)

FEDERAL TAXPAYER NUMBER

(If different than ID# above)

Cessna Aircraft Company

BILLING NAME

(Company name as it appears on your invoice)

FEDERAL TAXPAYER NUMBER

(if different than ID# above)

PURCHASE ORDER ADDRESS:

PAYMENT ADDRESS:

P O BOX ADDRESS 1

PAYMENT P O BOX ADDRESS 1

615 Service Center Drive

23260 Network Place

STREET ADDRESS 2

PAYMENT STREET ADDRESS 2

Greensboro

Chicago

CITY

CITY

NC

27410

IL

60673-1232

STATE

ZIP CODE

STATE

ZIP CODE

James C Heasley

CONTACT PERSON

PHONE NUMBER

jcheasley@cessna.textron.com

EMAIL

800-771-4272

TOLL FREE NUMBER

336-605-7010

FAX NUMBER

September 13, 2013

James Heasley
Cessna Aircraft Company
615 Service Center Drive
Greensboro, NC 27410

Dear Mr. Heasley:

Subject: Virginia Tech Contract # TS-026-11
Commodity Service: Aircraft Maintenance Services

This is to inform you that the subject contract expires January 31, 2014. Since the university would like to renew the contract for an additional two years, ending January 31, 2016, please advise concerning your intention by signing in the appropriate space listed below. Please return one signed copy of this letter to me by September 31, 2013.

Please note that a contract modification will be forthcoming to reflect the change in name once Virginia Tech receives a new W-9 and documentation to justify the change of name on contract.

Please review the attached form, which shows your company information as listed in the university's vendor database. If any of this information has changed, make corrections directly on the form, and return with this letter. It is essential that this information be accurate in order for payments to be processed in a timely manner.

Thank you for your attention to this matter.

Sincerely,


Kimberly Dulaney
Assistant Director & Contracts Manager
Telephone: (540) 231-8543

Cessna Aircraft Company agrees to renew the contract for an additional two years in accordance with the terms and conditions of the subject contract.

Authorized Signature:


Name: Anthony Balestracci
(please print)

Date:

December 18, 2013

Title:

VP, North America
Customer Service

Cessna Aircraft Company does not agree to renew the contract for an additional two years.

Authorized Signature:

Date:

Name:

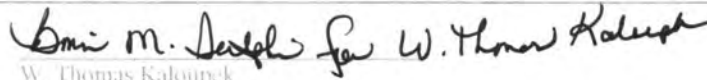
Title:

(please print)

RDY:KBI

c: FMP

Approved:


W. Thomas Kaloupek
Director of Procurement

Date:

1/30/14

Invent the Future

Model	Description	List Price
Ultra	U-CertofAirworthiness	\$ 3,095.00
Ultra	Aircraft Pre-Buy Survey	\$ 9,731.00
Ultra	Logbook Research (Pre-Buy)	\$ 2,208.00
Ultra	U-Phase B (-5D Eng)	\$ 1,388.00
Ultra	U-Phase 1 (-5D Eng)	\$ 3,243.00
Ultra	U-Phase 2 (-5D Eng)	\$ 6,585.00
Ultra	U-Phase 3 (-5D Eng)	\$ 1,611.00
Ultra	U-Phase 4 (-5D Eng)	\$ 4,185.00
Ultra	U-Phase 5	\$ 37,845.00
Ultra	U-Phase 6	\$ 1,115.00
Ultra	U-Phase 7 (BothEn)	\$ 175.00
Ultra	U-Phase 7 (perEn)	\$ 88.00
Ultra	U-Phase 8	\$ 361.00
Ultra	U-Phase 8 PFE Only	\$ 112.00
Ultra	U-Phase 9 (BothEn)	\$ 620.00
Ultra	U-Phase 9 (perEn)	\$ 310.00
Ultra	U-Phase 11 - EmrBat Pack (ea)	\$ 373.00
Ultra	U-Phase 13	\$ 534.00
Ultra	U-Phase 14	\$ 6,313.00
Ultra	U-Phase 14 dur Ph5	\$ 5,199.00
Ultra	U-Phase 15	\$ 1,487.00
Ultra	U-Phase 15 dur Ph5	\$ 1,238.00
Ultra	U-Phase 16	\$ 1,734.00
Ultra	U-Phase 16 dur EngChg	\$ 1,115.00
Ultra	U-Phase 17	\$ 5,941.00
Ultra	U-Phase 17 dur Ph5	\$ 1,238.00
Ultra	U-Phase 18	\$ 2,353.00
Ultra	U-Phase 20 RVSM & Non-RVSM	\$ 1,611.00
Ultra	U-Phase 21	\$ 249.00
Ultra	U-Phase 22 (all)	\$ 1,821.00
Ultra	U-Phase 22 (N2 Only)	\$ 1,115.00
Ultra	U-Phase 22 (O2 Only)	\$ 707.00
Ultra	U-Phase 23 (Both)	\$ 744.00
Ultra	U-Phase 23 (1 Btl)	\$ 434.00
Ultra	U-Phase 25 (-5D) (ea)	\$ 8,912.00
Ultra	Phase 28	\$ 991.00
Ultra	U-Phase 28 (British)	\$ 2,785.00
Ultra	U-Phase 30	\$ 187.00
Ultra	U-Phase 32	\$ 1,734.00
Ultra	U-Phase 32 dur Ph5	\$ 249.00
Ultra	U-Phase 33	\$ 1,734.00
Ultra	U-Phase 33 dur Ph5	\$ 249.00
Ultra	U-Phase 34	\$ 3,343.00
Ultra	U-Phase 34 dur Ph5	\$ 473.00
Ultra	U-Phase 39	\$ 620.00
Ultra	U-Phase 47	\$ 163.00

Ultra	U-Phase 48	\$	112.00
Ultra	Phase 49	\$	1,310.00
Ultra	Phase 50	\$	1,722.00
Ultra	U-Phase 51	\$	707.00
Ultra	U-Phase 53	\$	249.00
Ultra	U-Phase 55	\$	558.00
Ultra	Phase 56	\$	310.00
Ultra	U-Phase MA	\$	237.00
Ultra	U-Phase MC	\$	150.00
Ultra	U-Phase MD	\$	1,004.00
Ultra	U-Phase ME	\$	6,042.00
Ultra	U-Phase MF	\$	1,141.00
Ultra	U-Phase MG	\$	213.00
Ultra	U-Phase MH (Brit)	\$	3,133.00
Ultra	U-Phase MI	\$	4,209.00
Ultra	U-Phase MI dur Ph5	\$	2,810.00
Ultra	U-Phase MJ	\$	360.00
Ultra	U-Phase MK	\$	6,387.00
Ultra	U-Phase MK dur Ph5	\$	1,487.00
Ultra	U-Phases 1-4, B	\$	14,975.00
Ultra	U-Phases 1-5, B	\$	51,457.00
Ultra	U-Engine Minor Inspection-Both	\$	2,309.00
Ultra	U-Engine Minor Inspection-Each	\$	1,179.00
Ultra	U-Phase 60	\$	125.00
Ultra	U-JackAircraft(All3Clear)	\$	125.00
Ultra	U-JackAircraft(1MWClear)	\$	63.00
Ultra	U-WeighAircraft	\$	1,413.00
Ultra	U-ExtPlacardR&R	\$	175.00
Ultra	U-JetFuelPlacardR&R	\$	175.00
Ultra	U-IntPlacardR&R	\$	138.00
Ultra	U-O2Service	\$	88.00
Ultra	U-N2Service	\$	88.00
Ultra	U-AlcoholService	\$	88.00
Ultra	U-HydResService	\$	101.00
Ultra	U-GearBottleService	\$	88.00
Ultra	U-BrakeResService	\$	88.00
Ultra	U-BrakeAccService	\$	88.00
Ultra	U-Engine Oil Change	\$	310.00
Ultra	U-R134A A/CSystem-Service	\$	497.00
Ultra	U-LavatoryService	\$	88.00
Ultra	U-Strip&WaxBoots	\$	125.00
Ultra	U-FullSvcLGStruts-All3(jack'd)	\$	1,548.00
Ultra	U-FullSvcLGStrut-(ea)(jack'd)	\$	558.00
Ultra	U-Full Clean, Lav, Boots & BW	\$	2,848.00
Ultra	U-Full Clean, Lav & Boots	\$	929.00
Ultra	U-Exterior Wash, Boots & BW	\$	2,600.00
Ultra	U-Exterior Wash & Boots	\$	683.00

Ultra	U-Exterior Wash	\$	558.00
Ultra	U-Interior Clean & LavSvc	\$	335.00
Ultra	U-Interior Clean	\$	249.00
Ultra	U-Full Brite Work	\$	1,238.00
Ultra	U-Wing LE & Eng IR	\$	497.00
Ultra	U-Wing LE	\$	373.00
Ultra	U-Eng Inlet Rings	\$	249.00
Ultra	U-Eng Inlet Ducts	\$	434.00
Ultra	U-TR Stangs	\$	125.00
Ultra	U-TR Buckets	\$	373.00
Ultra	AGSC Gold Package	\$	780.00
Ultra	AGSC Platinum Package	\$	1,820.00
Ultra	AGSC Silver Package	\$	445.00
Ultra	U-Pre-MaintRunChecks	\$	867.00
Ultra	U-Post-MaintRunChecks	\$	867.00
Ultra	U-Post-MaintFlightCheck	\$	867.00
Ultra	U-BondJpr(Rud/El)R&R(1ea)	\$	304.00
Ultra	U-BondJpr(Rud/El)R&R(2ea)	\$	315.00
Ultra	U-BondJpr(Rud/El)R&R(3 ea)	\$	328.00
Ultra	U-BondJpr(Rud/El)R&R(4ea)	\$	340.00
Ultra	U-BondJpr(Aileron)R&R(1ea)	\$	117.00
Ultra	U-BondJpr(Aileron)R&R(2ea)	\$	228.00
Ultra	U-Flow Control Valve R&R	\$	991.00
Ultra	U-Svc Air Reg Filter R&R (one)	\$	335.00
Ultra	U-SvcAirRegFiltersR&R(all)	\$	361.00
Ultra	U-Defog Fan R&R - Aft	\$	991.00
Ultra	U-Ovrhd Blower R&R	\$	991.00
Ultra	U-Press Leak Check #1	\$	558.00
Ultra	U-Press Leak Chk #2	\$	807.00
Ultra	U-Press Leak Chk #1 & 2	\$	1,115.00
Ultra	U-Pneumatic Relay R&R	\$	2,105.00
Ultra	U-Primary Leak Rate Ck	\$	807.00
Ultra	U-Prim Outflow Vlv R&R	\$	1,177.00
Ultra	U-Sec Outflow Vlv R&R	\$	558.00
Ultra	U-Bypass Valve R&R	\$	991.00
Ultra	U-Nose Av Cooling Fan R&R	\$	262.00
Ultra	U-ACM R&R & Clean	\$	1,238.00
Ultra	U-A/C Drive Belt Inspection	\$	249.00
Ultra	U-Cbn Temp Cont R&R (Mod flr)	\$	373.00
Ultra	U-CbnTempConR&R(non-Mod flr)	\$	434.00
Ultra	U-Cockpit Zone Temp Assy R&R	\$	361.00
Ultra	U-Cabin Zone Temp Assy R&R	\$	410.00
Ultra	U-RT Unit R&R	\$	310.00
Ultra	U-Airshow DCU R&R	\$	310.00
Ultra	U-Long Static Wick R&R	\$	39.00
Ultra	U-Short Static Wick R&R	\$	39.00
Ultra	U-NiCad Battery R&R	\$	373.00

Ultra	U-Lead Acid Battery R&R	\$	187.00
Ultra	U-NiCad Batt Recond & R&R	\$	991.00
Ultra	U-Lead Acid Batt Recond & R&R	\$	558.00
Ultra	U-Inverter R&R (aft bgg)	\$	497.00
Ultra	U-EL Panel Inverter R&R (ea)	\$	125.00
Ultra	U-Inst Panel Inverter R&R (ea)	\$	163.00
Ultra	U-AC/DC Generator R&R (ea)	\$	361.00
Ultra	U-GCU R&R	\$	249.00
Ultra	U-CB Panel (Cockpit) R&R	\$	63.00
Ultra	U-ACJunctionBox(BagCom)R&R	\$	286.00
Ultra	U-DCJunctionBox(BagCom)R&R	\$	286.00
Ultra	U-SideConsEqPnl(Cockpit)R&R	\$	175.00
Ultra	U-Minor Protective Equip R&R	\$	299.00
Ultra	U-Major Protective Equip R&R	\$	497.00
Ultra	U-Cockpit Interior R&R	\$	2,105.00
Ultra	U-Crew Seats R&R	\$	323.00
Ultra	U-Pilot Seat R&R	\$	175.00
Ultra	U-Copilot Seat R&R	\$	175.00
Ultra	U-Crew Seat Lock R&R	\$	373.00
Ultra	U-Cabin Interior R&R	\$	6,931.00
Ultra	U-Cabin Seats R&R	\$	497.00
Ultra	U-Cabin Seat R&R (ea)	\$	88.00
Ultra	U-Cabin Couch R&R (ea)	\$	125.00
Ultra	U-Cabin Seat Skirt R&R (ea)	\$	76.00
Ultra	U-Refreshment Ctr R&R	\$	1,238.00
Ultra	U-Vanity Lwr Panel R&R	\$	76.00
Ultra	U-Aft Baggage Comp R&R	\$	373.00
Ultra	U-Life Preserver R&R (ea)	\$	51.00
Ultra	U-Life Preservers R&R (all)	\$	163.00
Ultra	U-Eng Fire Detect CU R&R	\$	200.00
Ultra	U-Eng Fire Loop R&R	\$	249.00
Ultra	U-Eng Fire Bottle R&R (both)	\$	596.00
Ultra	U-Eng Fire Bottle R&R (1 ea)	\$	310.00
Ultra	U-Pri Flight Cont Cables R&R	\$	19,800.00
Ultra	U-PriFlightContCbIsR&RdurPh5	\$	5,187.00
Ultra	U-Aileron Fuselage Cables R&R	\$	8,663.00
Ultra	U-AileronFusCablesR&R dur Ph5	\$	991.00
Ultra	U-Aileron Wing Cables R&R	\$	4,950.00
Ultra	U-AileronWingCablesR&R dur Ph5	\$	1,734.00
Ultra	U-Rudder Cables R&R	\$	4,456.00
Ultra	U-RudderCablesR&R dur Ph5	\$	1,548.00
Ultra	U-Elevator Cables R&R	\$	2,724.00
Ultra	U-ElevatorCablesR&R dur Ph5	\$	918.00
Ultra	U-Control Column Cables R&R	\$	2,724.00
Ultra	U-ContColCablesR&R dur Ph5	\$	1,238.00
Ultra	U-Hyd Pump R&R (ea)	\$	906.00
Ultra	U-Hydraulic Res R&R	\$	1,981.00

Ultra	U-Wing HLE R&R	\$	5,570.00
Ultra	U-Wng De-Ice Boot R&R	\$	6,510.00
Ultra	U-FstBt Wng De-Ice Boot R&R	\$	4,332.00
Ultra	U-HS De-Ice Boot R&R	\$	4,408.00
Ultra	U-FstBt HS De-Ice Boot R&R	\$	1,857.00
Ultra	U-De-Ice Bt Sol Vlv R&R	\$	497.00
Ultra	U-De-Ice Bt Sol Vlv/B R&R	\$	867.00
Ultra	U-Eng Lip A-Ice Vlv R&R	\$	373.00
Ultra	U-Inl. Temp Sensor R&R	\$	434.00
Ultra	U-WinRainRemShrdsR&R(both)	\$	2,724.00
Ultra	U-Win Rain Rem Shrd R&R (ea)	\$	1,425.00
Ultra	U-Audio Amplifier R&R	\$	63.00
Ultra	U-DME Control Head R&R	\$	76.00
Ultra	U-Stby ADI Indicator R&R	\$	76.00
Ultra	U-GNS Control Head R&R	\$	76.00
Ultra	U-Crs & Hdng Select Contr R&R	\$	76.00
Ultra	U-A/P Controller R&R	\$	76.00
Ultra	CVRUnderWaterBeaconLocBatt R&R	\$	187.00
Ultra	U-Switch(AnyPanel-Mounted)R&R	\$	274.00
Ultra	U-Anti-Skid Sw R&R	\$	150.00
Ultra	U-Gear Horn Silence Sw R&R	\$	150.00
Ultra	U-Circuit Breaker R&R	\$	274.00
Ultra	U-WS Bleed Air Control R&R	\$	223.00
Ultra	U-Clock R&R	\$	101.00
Ultra	U-AngleofAttackIndicatorR&R	\$	101.00
Ultra	U-Eng Display R&R	\$	76.00
Ultra	U-RAT Indicator R&R	\$	39.00
Ultra	U-Cab Diff Pres Gage R&R	\$	410.00
Ultra	U-Cab Rate Gage R&R	\$	410.00
Ultra	U-MiniController R&R	\$	683.00
Ultra	U-Batt Temp Gage R&R	\$	63.00
Ultra	U-O2 Gage R&R	\$	223.00
Ultra	U-Hobbs Meter R&R	\$	76.00
Ultra	U-Voltmeter R&R	\$	223.00
Ultra	U-Ammeter R&R	\$	223.00
Ultra	U-Fire Tray R&R	\$	150.00
Ultra	U-Annunciator Panel R&R	\$	150.00
Ultra	U-LG Annunciator R&R	\$	223.00
Ultra	U-MFD/Radar R&R	\$	39.00
Ultra	U-Mode Sel Contr Hd R&R	\$	76.00
Ultra	U-MFD Control Hd R&R	\$	76.00
Ultra	U-MFD Controller R&R	\$	76.00
Ultra	U-EFIS Display R&R	\$	101.00
Ultra	U-RepackMLGStrut	\$	1,363.00
Ultra	U-RepackNGStrut	\$	1,412.00
Ultra	U-DampenerR&R	\$	373.00

Ultra	MainLdgGearSquatSwitch R&R	\$	1,238.00
Ultra	U-MGActuatorR&R(jack'd)	\$	1,758.00
Ultra	U-MGActuatorR&R(complete)	\$	1,957.00
Ultra	U-NGActuatorR&R(jack'd)	\$	2,353.00
Ultra	U-NGActuatorR&R(complete)	\$	2,848.00
Ultra	U-GearSwing&BlowDown	\$	744.00
Ultra	U-GearSwingCheck	\$	373.00
Ultra	U-MainTireR&R(ea)	\$	497.00
Ultra	U-MainTiresR&R(Both Tires)	\$	979.00
Ultra	Main Wheel NDT	\$	310.00
Ultra	Nose Wheel NDT	\$	310.00
Ultra	U-MainWheelRaceR&R	\$	310.00
Ultra	U-MainWheelRaceR&RwTC	\$	125.00
Ultra	U-MainWheelRaceR&RwTC	\$	125.00
Ultra	U-MainWheelBearingR&RwTC	\$	88.00
Ultra	U-NoseTireR&R(SingleTire)	\$	558.00
Ultra	U-NoseWheelRaceR&R	\$	497.00
Ultra	U-NoseWheelRaceR&RwTC	\$	125.00
Ultra	U-NoseWheelBearingR&RwTC	\$	88.00
Ultra	U-NWBrngConeR&R	\$	39.00
Ultra	U-NWBrngCupR&R	\$	187.00
Ultra	U-MWBrngConeR&R	\$	39.00
Ultra	U-MWBrngCupR&R	\$	187.00
Ultra	U-NoseAxleTubeR&R	\$	249.00
Ultra	U-NoseAxleTubeR&RdurPh2	\$	63.00
Ultra	U-MainWhl&TireAssyR&R	\$	434.00
Ultra	U-NoseWhl&TireAssyR&R	\$	434.00
Ultra	U-BrakesR&R(2)(BothMLG)	\$	2,032.00
Ultra	U-BrakeR&R(1)(eaBrake)	\$	1,400.00
Ultra	U-BrakeMasterCylR&R(All4)	\$	2,587.00
Ultra	U-BrakeMstrCylR&R(2-SameSide)	\$	1,857.00
Ultra	U-BrakeMasterCylR&R(1each)	\$	1,611.00
Ultra	U-NoseWheelBalance	\$	63.00
Ultra	U-Dimmer R&R	\$	310.00
Ultra	U-Lamp 6838 R&R	\$	223.00
Ultra	U-Fluorescent Lamp R&R (1st)	\$	497.00
Ultra	U-Fluorescent Lamp R&R (add'l)	\$	26.00
Ultra	U-Fluorescent Lamp R&R w Ph5	\$	26.00
Ultra	U-Tail Nav Light Bulb R&R	\$	125.00
Ultra	U-Wing Nav Light Bulb R&R	\$	125.00
Ultra	U-Power Supply R&R	\$	410.00
Ultra	U-Landing Light R&R	\$	125.00
Ultra	U-Taxi Light R&R	\$	125.00
Ultra	U-Rotating Beacon Lamp R&R	\$	187.00
Ultra	U-Lens - Tail Flood Logo R&R	\$	125.00
Ultra	Overwing egress light	\$	88.00
Ultra	U-Pre-FT/Leak Chk - Pilot	\$	558.00

Ultra	U-Pre-FT/Leak Chk - Copilot	\$	558.00
Ultra	U-Pre-FY/Leak Chk - Stby	\$	434.00
Ultra	U-Post-FT/Leak Chk - Pilot	\$	558.00
Ultra	U-Post-FT/Leak Chk - Copilot	\$	558.00
Ultra	U-Post-FT/Leak Chk - Stby	\$	434.00
Ultra	U-Flux Valve R&R	\$	744.00
Ultra	Perform Compass Calibration	\$	892.00
Ultra	U-TCAS Processor R&R	\$	310.00
Ultra	U-Crew O2 Mask R&R	\$	63.00
Ultra	U-Peri-Seal Check	\$	187.00
Ultra	U-Primary Door Seal R&R	\$	1,611.00
Ultra	U-Secondary Door Seal R&R	\$	2,972.00
Ultra	U-Cabin Step Bumper R&R	\$	63.00
Ultra	U-Cbn Door Step Cable R&R	\$	125.00
Ultra	U-Diverter Strip R&R - 1st	\$	348.00
Ultra	U-Diverter Strip R&R - Add	\$	125.00
Ultra	Diverter Strip R&R - Set	\$	472.00
Ultra	(LorR) Windshield 300 Hr Inspe	\$	125.00
Ultra	(LorR) Cockpit Side Win 300 Hr	\$	125.00
Ultra	U-Windshield R&R	\$	21,707.00
Ultra	U-Both Windshields R&R	\$	32,275.00
Ultra	Crew Side Window (I&O) R&I	\$	11,559.00
Ultra	Crew Side Window (Inner) R&I	\$	3,182.00
Ultra	U-Cbn Win (1st) R&R - NO Pnt	\$	1,981.00
Ultra	U-Cbn Win (1st) R&R - w Pnt	\$	2,575.00
Ultra	U-CbnWin(ea add'l)R&R-NOPa	\$	991.00
Ultra	U-CbnWin(ea add'l)R&R-wPa	\$	1,537.00
Ultra	U-Whlwell Channel (LH) R&R	\$	1,238.00
Ultra	U-Whlwell Channel (RH) R&R	\$	1,238.00
Ultra	U-Stall Strip R&R	\$	249.00
Ultra	Engine Desalination	\$	249.00
Ultra	U-5-Pt Run (Both Eng)	\$	1,734.00
Ultra	U-5-Pt Run (1 Eng)	\$	1,053.00
Ultra	U-5-Pt Run (per Eng)	\$	867.00
Ultra	U-Vib Survey (Both Eng)	\$	2,427.00
Ultra	U-Vib Survey (1 Eng)	\$	1,238.00
Ultra	U-Vib Survey (per Eng)	\$	1,214.00
Ultra	U-VibSurv&5-PtRun(Both Eng)	\$	3,466.00
Ultra	U-Vib Surv & 5-Pt Run (1 Eng)	\$	2,105.00
Ultra	U-VibSurv&5-PtRun(per Eng)	\$	1,734.00
Ultra	U-Compressor Wash (Both Eng)	\$	373.00
Ultra	U-Compressor Wash (1 Eng)	\$	249.00
Ultra	U-Compressor Wash (per Eng)	\$	187.00
Ultra	U-Crate or Uncrate for Ship	\$	497.00
Ultra	U-Prep for Off-Site Eng R&R	\$	497.00
Ultra	U-#4 Bearing Boresc.	\$	473.00
Ultra	U-GG Case Inspection	\$	473.00

Ultra	Engine Change	\$	9,282.00
Ultra	U-Cowling R&R (Each Eng)	\$	51.00
Ultra	U-Eng Mounts Fwd Up & Low R&R	\$	125.00
Ultra	U-Eng Mounts (eaFwd) R&R	\$	63.00
Ultra	U-Eng Mount Aft R&R	\$	125.00
Ultra	U-Eng Iso Fwd Up & Low R&R	\$	101.00
Ultra	U-Eng Iso (ea Fwd) R&R	\$	51.00
Ultra	U-Eng Iso (Aft) R&R	\$	187.00
Ultra	U-Eng Stator Valve R&R	\$	434.00
Ultra	U-Eng Inlet Duct R&R	\$	5,570.00
Ultra	U-Eng Fuel Filter Insp (ea)	\$	101.00
Ultra	U-Eng Fuel Filter R&R (ea)	\$	101.00
Ultra	U-FF Transmitter R&R	\$	249.00
Ultra	U-Exiter Box R&R	\$	249.00
Ultra	U-Igniter Lead R&R (each)	\$	249.00
Ultra	U-Igniter R&R (each)	\$	125.00
Ultra	U-Rig Throttle (each)	\$	2,229.00
Ultra	U-Eng Synch Control Box R&R	\$	991.00
Ultra	U-Eng Oil Filter R&R (ea)	\$	101.00
Ultra	U-EngOilPressTransmitterR&R	\$	434.00
Ultra	U-Eng Starter/Generator R&R	\$	807.00
Ultra	COR-BAN APPLICATION	\$	13,900.00
Excel	CofA	\$	3,095.00
Excel	APU SB Installation Labor	\$	105,188.00
Excel	Hwl PrimusII Stby CU 500 Hr	\$	200.00
Excel	Fwrd Press Blkhd 6000 Hr/10	\$	2,972.00
Excel	Aft Press Blkhd 6000 Hr/10	\$	7,674.00
Excel	Glass Wdshld 800 Hr / 24 Mo	\$	101.00
Excel	Aircraft Pre-Buy Survey No APU	\$	9,731.00
Excel	Aircraft Pre-Buy Survey w/APU	\$	10,848.00
Excel	Logbook Research (Pre-Buy)	\$	2,208.00
Excel	Phase 1	\$	2,960.00
Excel	Phase 2	\$	4,555.00
Excel	Phase 3	\$	558.00
Excel	Phase 4	\$	1,572.00
Excel	Phase 5	\$	50,455.00
Excel	Phase 6	\$	1,115.00
Excel	Phase 8	\$	249.00
Excel	Phase 9 (Both En)	\$	571.00
Excel	Phase 9 (1 En)	\$	310.00
Excel	Phase 9 (per En)	\$	286.00
Excel	Phase B	\$	1,697.00
Excel	Phase 11 - EmrBat Pack (Both)	\$	720.00
Excel	Phase 11 - EmrBat Pack (ea)	\$	373.00
Excel	Phase 18	\$	3,083.00
Excel	Phase 20	\$	2,105.00
Excel	Phase 21	\$	830.00

Excel	Phase 22 (All)	\$	1,821.00
Excel	Phase 22 O2 Only	\$	707.00
Excel	Phase 22 EmGr N2 Only	\$	1,115.00
Excel	Phase 23 (Both)	\$	744.00
Excel	Phase 23 (1 Btl)	\$	434.00
Excel	Phase 28 (1 Batt)	\$	991.00
Excel	Phase 30	\$	1,857.00
Excel	Phase 47	\$	163.00
Excel	Phase 48	\$	112.00
Excel	Phase 49	\$	3,487.00
Excel	Phase 51	\$	6,684.00
Excel	Phase 51 dur Ph5	\$	2,475.00
Excel	Phase 52 (1 Batt)	\$	558.00
Excel	Phase 53 - APU 900Hr/12 Mo	\$	918.00
Excel	Phase 54	\$	485.00
Excel	Phase 54 - w/othr maint	\$	187.00
Excel	Phase 55	\$	9,530.00
Excel	Phase 58	\$	187.00
Excel	Phase 59 (Both En)	\$	3,553.00
Excel	Phase 59 (Each engine)	\$	2,625.00
Excel	Ph 60 2400 Hrs /then 1200 Hrs	\$	8,206.00
Excel	Ph 61 2400 Hrs/then 1200 Hrs	\$	3,615.00
Excel	Phase 62	\$	274.00
Excel	Phase 63	\$	286.00
Excel	Phase 69	\$	880.00
Excel	Phase MA	\$	200.00
Excel	Phase MC	\$	101.00
Excel	Phase MD	\$	1,734.00
Excel	Phase ME	\$	5,236.00
Excel	Phases 1 & 2	\$	7,513.00
Excel	Phases 1 & 2 & 5	\$	57,967.00
Excel	Phases 1 & 5	\$	53,413.00
Excel	Phase 1-4, B	\$	10,854.00
Excel	Phase 1-5, B	\$	59,786.00
Excel	Phases 2 & 5	\$	55,010.00
Excel	Phases 3 & 4	\$	2,130.00
Excel	Phases 3 & 4 & 5	\$	52,584.00
Excel	Phases 3 & 5	\$	51,012.00
Excel	Phases 4 & 5	\$	52,027.00
Excel	Inspection Document 1	\$	3,158.00
Excel	Inspection Document 2 w/o rft	\$	2,737.00
Excel	Inspection Document 2 w/raft	\$	3,059.00
Excel	Inspection Document 3	\$	3,492.00
Excel	Inspection Document 4	\$	2,551.00
Excel	Inspection Document 5 (All)	\$	3,924.00
Excel	Inspection Document 5 (Cables)	\$	3,158.00
Excel	Inspection Document 6	\$	683.00

Excel	Inspection Document 7	\$	51.00
Excel	Inspection Document 8	\$	12,476.00
Excel	Inspection Document 9	\$	9,951.00
Excel	Inspection Document 10 w/o FDR	\$	6,188.00
Excel	Inspection Document 11	\$	262.00
Excel	Inspection Document 12	\$	460.00
Excel	Inspection Document 13	\$	3,170.00
Excel	Inspection Document 14	\$	20,110.00
Excel	Inspection Document 15	\$	967.00
Excel	Inspection Document 16	\$	150.00
Excel	Inspection Document 17	\$	76.00
Excel	Inspection Document 18	\$	954.00
Excel	Inspection Document 19	\$	1,066.00
Excel	Inspection Document 23	\$	991.00
Excel	Inspection Document 24	\$	138.00
Excel	Inspection Document 25	\$	1,202.00
Excel	Inspection Document 26	\$	533.00
Excel	Inspection Document 30	\$	88.00
Excel	Inspection Document 34 (All)	\$	819.00
Excel	Inspection Document 34 (Secur)	\$	744.00
Excel	Inspection Document 34 (L3)	\$	76.00
Excel	Inspection Document 35 (Soft)	\$	991.00
Excel	Inspection Document 35 (L3)	\$	744.00
Excel	Inspection Document 35 (Both)	\$	1,734.00
Excel	Inspection Document 36 (1)ULD	\$	262.00
Excel	Inspection Document 36 (2)ULD	\$	521.00
Excel	Inspection Document 37 (N2)	\$	1,449.00
Excel	Inspection Document 38 (Eng)	\$	385.00
Excel	Inspection Document 38 (APU)	\$	398.00
Excel	Inspection Document 38 (Both)	\$	781.00
Excel	Inspection Document 40	\$	274.00
Excel	Inspection Document 41	\$	76.00
Excel	Inspection Document 44	\$	545.00
Excel	Inspection Document 45	\$	1,524.00
Excel	Inspection Document 47	\$	558.00
Excel	Inspection Document 48	\$	63.00
Excel	Inspection Document 49	\$	410.00
Excel	Inspection Document 50	\$	1,635.00
Excel	Inspection Document MB	\$	794.00
Excel	Inspection Document MD	\$	1,734.00
Excel	Inspection Document ME	\$	5,236.00
Excel	Engine Minor Inspection (Both)	\$	3,429.00
Excel	Engine Minor Inspection (Each)	\$	2,501.00
Excel	JackAircraft	\$	274.00
Excel	WeighAircraft	\$	1,537.00
Excel	ExtPlacardR&R	\$	175.00
Excel	JetFuelPlacardR&R	\$	175.00

Excel	IntPlacardR&R	\$	138.00
Excel	Citation Shares 560XL CSI	\$	274.00
Excel	O2Service	\$	88.00
Excel	N2Service	\$	88.00
Excel	AlcoholService	\$	88.00
Excel	HydResService	\$	101.00
Excel	GearBottleService	\$	88.00
Excel	BrakeResService	\$	88.00
Excel	BrakeAccService	\$	88.00
Excel	Nose gear oleo service	\$	361.00
Excel	Main gear oleo service	\$	299.00
Excel	Shimmy damper servicing	\$	88.00
Excel	EngineOilChange	\$	310.00
Excel	Full Clean, Lav, Boots & BW	\$	2,848.00
Excel	Full Clean, Lav & Boots	\$	929.00
Excel	Exterior Wash, Boots & BW	\$	2,600.00
Excel	Exterior Wash & Boots	\$	683.00
Excel	Exterior Wash	\$	558.00
Excel	Interior Clean & LavSvc	\$	335.00
Excel	Interior Clean	\$	249.00
Excel	Full Brite Work	\$	1,115.00
Excel	Wing LE & Eng IR	\$	744.00
Excel	Wing LE	\$	497.00
Excel	Eng Inlet Rings	\$	249.00
Excel	TR Buckets	\$	373.00
Excel	LavatoryService	\$	88.00
Excel	Strip&WaxBoots	\$	125.00
Excel	AGSC Gold Package	\$	1,035.00
Excel	AGSC Silver Package	\$	515.00
Excel	AGSC Platinum Package	\$	2,085.00
Excel	Pre-MaintRunChecks	\$	867.00
Excel	Post-MaintRunChecks	\$	867.00
Excel	Post-MaintFlightCheck	\$	867.00
Excel	BondJpr(Rud/EI)R&R(1ea)	\$	304.00
Excel	BondJpr(Rud/EI)R&R(2ea)	\$	315.00
Excel	BondJpr(Rud/EI)R&R(3ea)	\$	328.00
Excel	BondJpr(Rud/EI)R&R(4ea)	\$	340.00
Excel	BondJpr(Aileron)R&R(1ea)	\$	117.00
Excel	BondJpr(Aileron)R&R(2ea)	\$	228.00
Excel	SvcAirRegFilterR&R(one)	\$	335.00
Excel	SvcAirRegFiltersR&R(all)	\$	361.00
Excel	CockpitZoneTempAssyR&R	\$	361.00
Excel	CabinZoneTempAssyR&R	\$	410.00
Excel	PressLeakCheck	\$	620.00
Excel	PrimOutflowVlvR&R	\$	1,177.00
Excel	SecOutflowVlvR&R	\$	558.00
Excel	NoseAvCoolingFanR&R	\$	262.00

Excel	OzoneConvertersR&R(both)	\$	497.00
Excel	OzoneConverterR&R(1ea)	\$	446.00
Excel	RTUnitR&R	\$	310.00
Excel	AirshowDCUR&R	\$	310.00
Excel	R&I Honeywell RMU	\$	88.00
Excel	NiCadBatteryR&R	\$	373.00
Excel	LeadAcidBatteryR&R	\$	187.00
Excel	NiCadBattRecond&R&R	\$	991.00
Excel	LeadAcidBattRecond&R&R	\$	558.00
Excel	AC/DCGeneratorR&R(ea)	\$	361.00
Excel	R&I APU starter/generator	\$	361.00
Excel	CBPanel(Cockpit)R&R	\$	63.00
Excel	ACJunctionBox(BagComp)R&R	\$	286.00
Excel	DCJunctionBox(Bag Comp)R&R	\$	286.00
Excel	MinorProtectiveEquipR&R	\$	299.00
Excel	MajorProtectiveEquipR&R	\$	497.00
Excel	CockpitInteriorR&R	\$	2,105.00
Excel	CrewSeatsR&R	\$	323.00
Excel	PilotSeatR&R	\$	175.00
Excel	CopilotSeatR&R	\$	175.00
Excel	SideConsEqPnl(Cockpit)R&R	\$	175.00
Excel	CabinInteriorR&R	\$	6,931.00
Excel	CabinSeatsR&R	\$	497.00
Excel	CabinSeatSkirtR&R (ea)	\$	76.00
Excel	RefreshmentCtrR&R	\$	1,238.00
Excel	VanityLwrPanelR&R	\$	76.00
Excel	AftBaggageCompR&R	\$	373.00
Excel	LifePreserversR&R(all 10)	\$	163.00
Excel	LifePreserver R&R(ea)	\$	51.00
Excel	EngFireDetectConUnR&R	\$	200.00
Excel	E-ENGINE FIRE LOOP R&R	\$	249.00
Excel	EngFireBottleR&R(both)	\$	262.00
Excel	EngFireBottleR&R(1ea)	\$	211.00
Excel	APUFireExtR&R	\$	274.00
Excel	APUFireDetectCableR&R	\$	323.00
Excel	HydPumpR&R(ea)	\$	906.00
Excel	HydraulicResR&R	\$	1,981.00
Excel	WingHLER&R	\$	5,570.00
Excel	HSDe-IceBootR&R	\$	3,689.00
Excel	De-IceBtSolVlvR&R	\$	497.00
Excel	De-IceBtSolVlv/BR&R	\$	867.00
Excel	EngLipA-IceVlvR&R	\$	373.00
Excel	IniTempSensorR&R	\$	434.00
Excel	WinRainRemShrdsR&R(both)	\$	1,487.00
Excel	WinRainRemShrdR&R(ea)	\$	807.00
Excel	AudioAmplifierR&R	\$	101.00
Excel	Nav/DMEControlHeadR&R	\$	76.00

Excel	StbyH.S.I.IndicatorR&R	\$	150.00
Excel	StbyADIIIndicatorR&R	\$	150.00
Excel	StbyRMIIIndicatorR&R	\$	76.00
Excel	GNSControlHeadR&R	\$	76.00
Excel	Crs&HdngSelectContrR&R	\$	76.00
Excel	StbyNavComControlHdR&R	\$	150.00
Excel	HFCOMControlHdR&R	\$	150.00
Excel	RadarTrkControlHdR&R	\$	76.00
Excel	CVRUnderWaterBeaconLocBatt R&R	\$	223.00
Excel	Switch(Any panel-mounted)R&R	\$	274.00
Excel	Anti-SkidSwR&R	\$	150.00
Excel	Tilt-PanelSwitchR&R	\$	299.00
Excel	MapLightPotR&R	\$	223.00
Excel	BattDisconSwitchR&R	\$	150.00
Excel	InteriorMasterSwitchR&R	\$	150.00
Excel	LandLightSwitchR&R	\$	138.00
Excel	RotaryTestSwitchR&R	\$	558.00
Excel	EngSynchSwitchR&R	\$	274.00
Excel	CircuitBreakerR&R	\$	274.00
Excel	ClockR&R	\$	76.00
Excel	AngleofAttackIndicatorR&R	\$	101.00
Excel	EngIndicatorR&R	\$	150.00
Excel	RATIndicatorR&R	\$	76.00
Excel	CabDiffPresGageR&R	\$	446.00
Excel	CabPressControllerR&R	\$	446.00
Excel	Ckpt/CbnTmp/PresContHdR&R	\$	150.00
Excel	BattTempGageR&R	\$	63.00
Excel	O2GageR&R	\$	223.00
Excel	HobbsMeterR&R	\$	138.00
Excel	CVRControlPanelR&R	\$	76.00
Excel	VoltmeterR&R	\$	223.00
Excel	AmmeterR&R	\$	223.00
Excel	FireTray/APR&R	\$	223.00
Excel	LGAnnunciatorR&R	\$	223.00
Excel	MscAnnunciatorR&R	\$	150.00
Excel	AnnunciatorSwitchR&R	\$	274.00
Excel	MFDR&R	\$	101.00
Excel	MFDModeSelPanelR&R	\$	76.00
Excel	MFDControlHdR&R	\$	76.00
Excel	EFISDisplayR&R	\$	101.00
Excel	R&I Main landing gear oleo (1)	\$	830.00
Excel	RepackNGStrut	\$	1,115.00
Excel	RepackMLGStrut	\$	1,611.00
Excel	Damper R&R w/o Taxi Check	\$	446.00
Excel	Damper R&R with Taxi Check	\$	571.00
Excel	MGActuatorR&R(jack'd)	\$	1,053.00

Excel	MGActuatorR&R(complete)	\$	1,548.00
Excel	NGActuatorR&R(jack'd)	\$	2,353.00
Excel	NGActuatorR&R(complete)	\$	2,848.00
Excel	GearSwing&BlowDown	\$	744.00
Excel	GearSwingCheck	\$	373.00
Excel	MainTireR&R-(ea)	\$	497.00
Excel	MainTiresR&R-BothTires	\$	979.00
Excel	MainWheelRaceR&R	\$	310.00
Excel	MainWheelRaceR&RwTC	\$	125.00
Excel	MainWheelBearingR&RwTC	\$	88.00
Excel	NoseTireR&R-SingleTire	\$	558.00
Excel	NoseWheelRaceR&R	\$	497.00
Excel	NoseWheelRaceR&RwTC	\$	125.00
Excel	NoseWheelBearingR&RwTC	\$	88.00
Excel	MGW EdyCur durTC(in-2)	\$	633.00
Excel	MGW EdyCur durTC(in-1)	\$	360.00
Excel	NGW EdyCur durTC(in-1)	\$	360.00
Excel	NGW TyB Mag durTC(in-1)	\$	39.00
Excel	MGW EdyCur durTC(OS-2)	\$	519.00
Excel	MGW EdyCur durTC(OS-1)	\$	296.00
Excel	NGW EdyCur durTC(OS-1)	\$	296.00
Excel	MGW DyePen durTC(in-2)	\$	1,809.00
Excel	MGW DyePen durTC(in-1)	\$	917.00
Excel	NGW DyePen durTC(in-1)	\$	917.00
Excel	MGW DyePen durTC(OS-2)	\$	1,059.00
Excel	MGW DyePen durTC(OS-1)	\$	566.00
Excel	NGW DyePen durTC(OS-1)	\$	566.00
Excel	BrakesR&R(2)-BothMLG	\$	2,032.00
Excel	BrakeR&R(1)-EaBrake	\$	1,400.00
Excel	BrakeMasterCylR&R(All 4)	\$	2,587.00
Excel	BrakeMstrCylR&R(2-SameSide)	\$	1,857.00
Excel	BrakeMasterCylR&R(1each)	\$	1,611.00
Excel	NoseWheelBalance	\$	63.00
Excel	TailNavLightBulbR&R	\$	125.00
Excel	WingNavLightBulbR&R	\$	125.00
Excel	LandingLightR&R	\$	125.00
Excel	TaxiLightR&R	\$	125.00
Excel	Overwing egress light	\$	88.00
Excel	Pre-Cal/LeakChk-Pilot	\$	558.00
Excel	Pre-Cal/LeakChk-Copilot	\$	558.00
Excel	Pre-Cal/LeakChk-Stby	\$	434.00
Excel	Post-Cal/LeakChk-Pilot	\$	558.00
Excel	Post-Cal/LeakChk-Copilot	\$	558.00
Excel	Post-Cal/LeakChk-Stby	\$	434.00
Excel	TCASProcessorR&R	\$	310.00
Excel	CrewO2MaskR&R	\$	63.00
Excel	R&I Bleed air temp switch/sens	\$	361.00

Excel	Honeywell - APU 900 Hr / 12 Mo	\$	1,313.00
Excel	APUR&R(Cessna-installed)	\$	4,691.00
Excel	APUSOAPSsample	\$	310.00
Excel	R&I MCD Vent door solenoid	\$	472.00
Excel	PrimaryDoorSealR&R	\$	1,611.00
Excel	SecondaryDoorSealR&R	\$	2,972.00
Excel	Diverter Strip R&R - Set	\$	521.00
Excel	Diverter Strip R&R - 1st	\$	138.00
Excel	Diverter Strip R&R - Add	\$	125.00
Excel	WindshieldR&R	\$	4,642.00
Excel	BothWindshieldsR&R	\$	7,525.00
Excel	CrewSideWindR&R	\$	4,332.00
Excel	1stCabinWindowR&RnoPaint	\$	5,570.00
Excel	1stCabinWindowR&RwPaint	\$	6,661.00
Excel	Add'lCbnWinR&RnoPt	\$	2,475.00
Excel	Add'lCabinWindowR&RwPaint	\$	3,269.00
Excel	WshldSurfaceSealChk(both)	\$	101.00
Excel	WshldSurfaceSealChk(ea)	\$	63.00
Excel	WshldSrfcSIChk&Ret(both)	\$	1,487.00
Excel	WshldSrfcSIChk&Resl(ea)	\$	807.00
Excel	WshldSrfcSIRetreat(both)	\$	1,388.00
Excel	WshldSrfcSIRetreat(ea)	\$	744.00
Excel	StallStripR&R	\$	249.00
Excel	5 Pt eng performance run-Both	\$	1,945.00
Excel	5 Pt eng performance run-Each	\$	1,623.00
Excel	Compressor Wash (Both)	\$	1,611.00
Excel	Compressor Wash (Each)	\$	991.00
Excel	Engine Desalination	\$	991.00
Excel	VibSurvey(BothEng)	\$	1,734.00
Excel	VibSurvey(1Eng)	\$	1,053.00
Excel	VibSurvey(perEng)	\$	867.00
Excel	CrateorUncrateforShip	\$	497.00
Excel	EngineChange	\$	9,900.00
Excel	PrepforOff-SiteEngR&R	\$	497.00
Excel	CowlingR&R(EachEng)	\$	150.00
Excel	EngStatorValveR&R	\$	434.00
Excel	PW545A 900 Hr (Both En)	\$	967.00
Excel	PW545A 900 Hr (1 En)	\$	545.00
Excel	PW545A 900 Hr (per En)	\$	485.00
Excel	PW545A 900 Hr/24 Mo (Both En)	\$	695.00
Excel	PW545A 900 Hr/24 Mo (1 En)	\$	373.00
Excel	PW545A 900 Hr/24 Mo (per En)	\$	348.00
Excel	PW545A 1200 Hr/12 Mo (Both En)	\$	1,910.00
Excel	PW545A 1200 Hr/12 Mo (1 En)	\$	1,018.00
Excel	PW545A 1200 Hr/12 Mo (per En)	\$	955.00
Excel	R&I Engine flow divider valve	\$	794.00
Excel	R&I Fuel Control Unit (Both)	\$	3,219.00

Excel	R&I Fuel Control Unit (Each)	\$	1,981.00
Excel	ExiterBoxR&R	\$	249.00
Excel	IgniterR&R(each)	\$	76.00
Excel	R&I Engine igniter lead	\$	274.00
Excel	RigThrottle(each Eng)	\$	2,229.00
Excel	R&I Throttle bellcrank switch	\$	1,238.00
Excel	EngStarter/GeneratorR&R	\$	744.00
Excel	COR-BAN APPLICATION	\$	13,900.00

GREENSBORO CITATION SERV. CENTER
 615 SERVICE CENTER DRIVE
 PIEDMONT TRIAD AIRPORT
 GREENSBORO NC 27410
 PHONE: (800) 771-4272 FAX: (336) 605-7010

S
 O
 L Virginia Tech
 D Attn:Kim Dulaney
 North End Center Suite 2100
 T 300 Turner Street NW
 O Blacksburg VA 24061

S
 H
 I Virginia Tech
 P Attn:Kim Dulaney
 North End Center Suite 2100
 T 300 Turner Street NW
 O Blacksburg VA 24061

MISCELLANEOUS
 P A C K I N G S H E E T

 PAGE NUMBER 1
 P/S NUMBER 20571644
 SHIP DATE 12/19/2013
 PRINT DATE 12/19/2013

***** Thank you for your order! *****

P/O: C/O: 00000000 TERMS: ORDERED: FREIGHT: FOB Shipping Point
 SHIP VIA: Federal Express Priority 1 B/L: PACKAGE: FOB: TOTAL WEIGHT:

LN NO	PART NUMBER	DESCRIPTION	SERIAL	ORDER QTY	BACK ORDER	QTY SHIP	UM	UNIT PRICE	EXTENDED PRICE	DC	PRODUCT CODE
1	PAPERWORK	misc		1		1	EA	0.00	0.00	SS	
		Shipping paperwork to you per Jim Heasley.									
								SUB TOTAL	.00		
								FREIGHT	.00		
								TOTAL	.00		

=====
 For QUICK, RESPONSIVE SUPPORT, call GREENSBORO CITATION SERVICE CENTER!
 ---- CALL TOLL FREE 1-800-771-4272 ----
 =====

September 27, 2011

James C. Heasley
Cessna Aircraft Company
615 Service Center Drive
Greensboro, NC 27410

Dear Mr. Heasley:

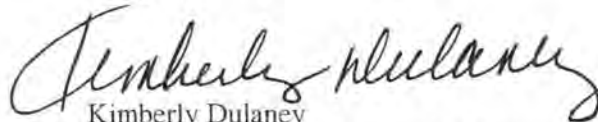
Subject: Virginia Tech Contract # TS-026-11
Commodity/Service: Aircraft Maintenance Services

Thank you for responding to my letter of September 7, 2011 and agreeing to renew the contract for an additional two year. The contract will now expire January 31, 2014.

The attached form shows your company information as listed in the university's vendor database. If any of this information changes, please make corrections directly on the form, and return to me. It is essential that this information be accurate in order for payments to be processed in a timely manner.

We look forward to working with you for an additional year.

Sincerely,



Kimberly Dulaney
Assistant Director & Contracts Manager
Telephone: (540) 231-8543

KDD/kbl

c: F.M. Pro
Linda Joyner

VENDOR INFORMATION FORM

TS 026 11

----- for office use -----

KIM DULANEY

CESSNA AIRCRAFT COMPANY

FULL LEGAL NAME

(Company Name as it appears with your Federal Taxpayer Number)

FEDERAL TAXPAYER NUMBER

CESSNA AIRCRAFT COMPANY

BUSINESS NAME/ DBA NAME/TA NAME

(If different than Full Legal Name)

FEDERAL TAXPAYER NUMBER

(If different than ID# above)

CESSNA AIRCRAFT COMPANY

BILLING NAME

(Company name as it appears on your invoice)

FEDERAL TAXPAYER NUMBER

(If different than ID# above)

PURCHASE ORDER ADDRESS:

P O BOX ADDRESS 1

615 SERVICE CENTER DRIVE

STREET ADDRESS 2

GREENSBORO

CITY

NC

STATE

27410

ZIP CODE

PAYMENT ADDRESS:

PAYMENT P O BOX ADDRESS 1

23260 NETWORK PLACE

PAYMENT STREET ADDRESS 2

CHICAGO

CITY

IL

STATE

60673-1232

ZIP CODE

JAMES C HEASLEY

CONTACT PERSON

JCHEASLEY@CESSNA.TEXTRON.COM

EMAIL

PHONE NUMBER

800-771-4272

TOLL FREE NUMBER

336-605-7010

FAX NUMBER

September 7, 2011

James C. Heasley
Cessna Aircraft Company
615 Service Center Drive
Greensboro, NC 27410

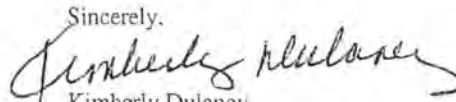
Dear Mr. Heasley:

Subject: Virginia Tech Contract # TS-026-11
Commodity/Service: Aircraft Maintenance Services

This is to inform you that the subject contract expires January 31, 2012. Since the university would like to renew the contract for an additional two years, please advise concerning your intention by signing in the appropriate space listed below. Please return one signed copy of this letter to me by September 30, 2011.

Please review the attached form, which shows your company information as listed in the university's vendor database. If any of this information has changed, make corrections directly on the form, and return with this letter. It is essential that this information be accurate in order for payments to be processed in a timely manner.

Thank you for your attention to this matter.

Sincerely,

Kimberly Dulaney
Assistant Director & Contracts Manager
Telephone: (540) 231-8543

Cessna Aircraft Company agrees to renew the contract for an additional two years in accordance with the terms and conditions of the subject contract.

Authorized Signature: _____

Date: 9/20/11

Name: _____

STAN YOUNGER
(please print)

Title: VP, SERVICE FACILITIES

Cessna Aircraft Company **does not agree** to renew the contract for an additional two years.

Authorized Signature: _____

Date: _____


Name: _____

(please print)

Title: _____

KDD/kbl
c: FMP

Approved: _____


W. Thomas Kaloupek
Director of Purchasing

Date: _____

9/27/2011

Invent the Future

VENDOR INFORMATION FORM

TS 026 11

----- for office use -----

KIM DULANEY

CESSNA AIRCRAFT COMPANY

FULL LEGAL NAME

(Company Name as it appears with your Federal Taxpayer Number)

 FEDERAL TAXPAYER NUMBER

CESSNA AIRCRAFT COMPANY

BUSINESS NAME/ DBA NAME/TA NAME

(If different than Full Legal Name)

FEDERAL TAXPAYER NUMBER

(If different than ID# above)

CESSNA AIRCRAFT COMPANY

BILLING NAME

(Company name as it appears on your invoice)

FEDERAL TAXPAYER NUMBER

(If different than ID# above)

PURCHASE ORDER ADDRESS:

P O BOX ADDRESS 1

615 SERVICE CENTER DRIVE

STREET ADDRESS 2

GREENSBORO

CITY

NC

STATE

27410

ZIP CODE

PAYMENT ADDRESS:

PAYMENT P O BOX ADDRESS 1

23260 NETWORK PLACE

PAYMENT STREET ADDRESS 2

CHICAGO

CITY

IL

STATE

60673-1232


ZIP CODE

JAMES C HEASLEY

CONTACT PERSON

JCHEASLEY@CESSNA.TEXTRON.COM

EMAIL

 PHONE NUMBER

800-771-4272

TOLL FREE NUMBER

336-605-7010

FAX NUMBER

COMMONWEALTH OF VIRGINIA

STANDARD CONTRACT

Contract Number: TS-026-11

Page 1 of 8

This contract (hereinafter called "Contract TS-026-11") entered into as of the final date of execution by Cessna Aircraft Company, a Kansas corporation (hereinafter called "Cessna" or "Contractor"), and Commonwealth of Virginia, Virginia Polytechnic Institute and State University, a Virginia public institution (hereinafter called "Virginia Tech").

WITNESSETH that Contractor and Virginia Tech, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

SCOPE OF CONTRACT: Contractor shall provide the aircraft maintenance services to Virginia Tech as set forth herein and in the contract documents.

PERIOD OF CONTRACT: From February 1, 2011 through January 31, 2012.

COMPENSATION AND METHOD OF PAYMENT: Contractor shall be paid by Virginia Tech as set forth herein and in the contract documents.

CONTRACT DOCUMENTS: The contract documents shall consist of this fully-executed contract, Request for Proposal (RFP) number 0014610 dated September 7, 2010, together with Addendum Number 1 To RFP dated September 10, 2010, the proposal submitted by Contractor dated September 28, 2010, Virginia Tech's letter of December 1, 2010 and Contractor's e-mail letter dated December 10, 2010, all of which contract documents are incorporated herein. Notwithstanding anything to the contrary herein and/or in the contract documents, the following provisions take precedence over any conflicting terms or conditions:

1. This Contract TS-026-11 only is applicable to Cessna as to Cessna's Greensboro Citation Service Center. All goods and services herein shall be provided by Cessna's Greensboro Citation Service Center.
2. This Contract TS-026-11 only is applicable to Citation Excel 560-5072 and Citation Ultra 560-0260 operated by Virginia Tech.
3. Cessna represents that the rates, fees, and pricing charged to Virginia Tech will be no less favorable than those charged to similar customers for similar goods and services.

Cessna's Year 2011 rate is one hundred two dollars (\$102) per hour for maintenance support provided on-site at Cessna's Greensboro Citation Service Center. Cessna's Year 2011 rate is one hundred forty dollars (\$140) per hour for maintenance support provided off-site by Cessna's Greensboro Citation Service Center. Cessna's on-site and off-site rates for maintenance support are determined by Cessna at its sole discretion and are subject to adjustment on January 1st of each year.

Attachments 1 and 2, which are hereby incorporated into this Contract TS-026-11 and supersede Attachments A and B attached to the Contractor's September 28, 2010 proposal, identify Cessna's Year 2011 flat rates applicable to the aircraft operated by Virginia Tech. Cessna's flat rates identified in Attachments 1 and 2 are determined by Cessna at its sole discretion and are subject to adjustment on January 1st of each year and at any time as a result of a revision to an applicable maintenance manual.

COMMONWEALTH OF VIRGINIA

STANDARD CONTRACT

Contract Number: TS-026-11

Page 2 of 8

All other non-labor rates, fees, and pricing charged by Cessna are determined by Cessna at its sole discretion and are subject to change by Cessna without prior notice.

4. Cessna's credit terms of sale are Net 30 Days.
5. At its sole discretion, Cessna may not participate in the eVA.
6. Cessna's Spare Parts Limited Warranty:

Cessna expressly warrants new or exchange product, sold by Cessna, to be free from defects in material and workmanship under normal use and service for a period of six months from the date of sale to the first retail or fleet purchaser. The cost of labor for removal or installation of replacement assemblies and/or parts is not covered by this Spare Parts Limited Warranty ("Limited Warranty").

Cessna's obligation under this Limited Warranty is limited to repairing or replacing, at Cessna's sole option, any replacement product, assembly and/or part returned at Virginia Tech's expense to the point of purchase with completed claim information, within the six-month warranty period, and which are determined by Cessna to be defective. (Replacement product, assembly, or part must be procured through Cessna.) A new warranty period is not established for replacement product, assembly or part. Replacement product, assembly or part is only warranted for the remainder of the six-month warranty period. The repair or replacement of defective product, assembly or part under this Limited Warranty may be made by or through Cessna without charge for the warrantable product, assembly or part. All import duties, customs brokerage charges, sales taxes, and use taxes, if any, on such warranty repairs or replacement product, assemblies or parts are Virginia Tech's sole responsibility.

This Limited Warranty applies only to product, assemblies or parts detailed herein that have been used, maintained, and operated in accordance with Cessna and other applicable manuals, bulletins, and other written instructions. However, this Limited Warranty does not apply to replacement product, assemblies and parts that have been subject to misuse, abuse, negligence, accident or misrepresentation; or have been installed, repaired, or altered other than by Cessna, or contrary to the applicable manuals, bulletins, and other written instructions provided by Cessna, in any way that, in the sole judgment of Cessna, adversely affects their performance, stability, or reliability; or to normal deterioration of assembly, part or appurtenances (such as brake linings, filters, de-ice boots, hoses, belts, tires, paint, cabinetry, upholstery, and rubber-like items) or structural components due to wear and exposure.

WITH THE EXCEPTION OF THE WARRANTY OF TITLE AND TO THE EXTENT ALLOWED BY APPLICABLE LAW, THIS LIMITED WARRANTY IS EXPRESSLY IN LIEU OF ANY OTHER WARRANTIES, EXPRESSED OR IMPLIED, IN FACT OR BY LAW, APPLICABLE TO THE REPLACEMENT AIRCRAFT ASSEMBLIES AND PARTS. CESSNA SPECIFICALLY DISCLAIMS AND EXCLUDES ALL OTHER WARRANTIES, INCLUDING, BUT NOT LIMITED TO, ANY IMPLIED WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE. THE REMEDIES OF REPAIR OR REPLACEMENT SET FORTH HEREIN ARE THE ONLY REMEDIES UNDER THIS LIMITED WARRANTY.

COMMONWEALTH OF VIRGINIA

STANDARD CONTRACT

Contract Number: TS-026-11

Page 3 of 8

CESSNA EXPRESSLY AND SPECIFICALLY DISCLAIMS ALL OTHER REMEDIES, OBLIGATIONS, AND LIABILITIES, INCLUDING, WITHOUT LIMITATION, LOSS OF AIRCRAFT USE, LOSS OF TIME, INCONVENIENCE, COMMERCIAL LOSS, LOSS OF PROFITS, LOSS OF GOODWILL, LABOR COSTS WHETHER INCURRED IN INITIALLY INSTALLING AND REMOVING A DEFECTIVE ASSEMBLY AND/OR PART OR IN INSTALLING A REPLACEMENT ASSEMBLY AND/OR PART, AND ANY AND ALL OTHER CONSEQUENTIAL AND INCIDENTAL DAMAGES. CESSNA NEITHER ASSUMES NOR AUTHORIZES ANYONE ELSE TO ASSUME ON ITS BEHALF ANY FURTHER OBLIGATIONS OR LIABILITIES PERTAINING TO SPARE ASSEMBLIES AND/OR PARTS NOT CONTAINED IN THIS LIMITED WARRANTY.

Exchange Parts and Repairs:

As available, exchange parts and repairs are utilized for in-warranty and out-of-warranty transactions. Virginia Tech may choose to order a new part (if available) for an out-of-warranty transaction.

7. Any requirements for Cessna to include specific terms and conditions in purchase orders or third-party contracts are limited to purchase orders or contracts over \$10,000.00 which only are applicable to Cessna as to Cessna's Greensboro Citation Service Center; are negotiated, executed, and effective during the term of this Contract TS-026-11; and are solely for the purpose of Cessna fulfilling its obligations to Virginia Tech in accordance with this Contract TS-026-11.
8. For services provided away from Cessna's Greensboro Citation Service Center, Virginia Tech acknowledges and agrees provisions in this Contract and/or the contract documents are not applicable to and are not enforceable against Cessna when compliance with such provisions are not practicable due to Cessna providing services at a facility owned or controlled by Virginia Tech or a third party or Cessna operating from a mobile service vehicle.
9. Cessna shall comply with applicable federal or state requirements directly related to a drug-free workplace.
10. All data, material and documentation originated and prepared exclusively for and submitted to Virginia Tech pursuant to the RFP may be subject to public inspection in accordance with the Virginia Freedom of Information Act. Trade secrets or proprietary information submitted by Cessna shall not be subject to public disclosure under the Virginia Freedom of Information Act. Cessna acknowledges it must invoke the protections of Section 2.2-4342F of the Code of Virginia to prevent public disclosure of such trade secrets and proprietary information. Cessna retains all rights and ownership to its data, intellectual property, trade secrets, confidential information, and proprietary information.
11. By submitting its proposal, Cessna certifies that it does not knowingly and will not knowingly during the performance of this Contract TS-026-11 employ illegal alien workers or otherwise violate the provisions of the federal Immigration Reform and Control Act of 1986.

COMMONWEALTH OF VIRGINIA

STANDARD CONTRACT

Contract Number: TS-026-11

Page 4 of 8

12. Neither Cessna nor Virginia Tech shall be liable for failure to perform its part of this Contract TS-026-11 when the failure is due to accidents; acts of God including floods or other natural disasters; strikes or labor disputes preventing manufacture of products; acts, laws, rules or regulations of any government or government agency including delay or refusal to grant an export license or the suspension or revocation thereof; fires; delay or failure of carriers or suppliers; shortages of material or other industrial disturbance; wars, riots, insurrections, terrorism or other man-made disasters; economic conditions preventing manufacture of products or other causes beyond the control of the party failing to perform. The party unable to perform because of a force majeure event shall notify the other in writing within seven (7) days of the force majeure event. Unless mutually agreed to in writing, a party is temporarily excused from performance while the incident of force majeure is occurring and is obligated to perform once the incident substantially subsides or ends.

13. The following provisions (or substantially similar provisions) in this Contract TS-026-11 and/or in the contract documents are not applicable to the goods and services herein, are not agreed to by Cessna, and are not applicable to or enforceable against Cessna:

"The Contractor hereby agrees to retain all books, records, and other documents relative to this contract for five (5) years after final payment, or until audited by the Commonwealth of Virginia, whichever is sooner. Virginia Tech, its authorized agents, and/or the State auditors shall have full access and the right to examine any of said materials during said period."

14. Section 6 of the RFP General Terms and Conditions is hereby modified to read as follows: Contractual claims, whether for money or other relief, shall be submitted in writing to the Director of Purchasing, Virginia Tech Purchasing Department, 270 Southgate Center, Blacksburg, Virginia 24061, no later than sixty (60) days after final payment; however, written notice of the contractor's intention to file such claim shall have been given within a reasonable time of the occurrence upon which the claim is based. Nothing herein shall preclude a contract from requiring submission of an invoice for final payment within a certain time after completion and acceptance of the work or acceptance of the goods. Pending claims shall not delay payment of amounts agreed due in the final payment (*Code of Virginia*, Section 2.2-4363). A contractor may not institute legal action prior to receipt of the Director of Purchasing's decision on the claim, unless that office fails to render such decision within thirty (30) days. The decision of the Director of Purchasing shall be final and conclusive unless the contractor, within six (6) months of the date of the final decision on the claim, institutes legal action as provided in the *Code of Virginia*, Section 2.2-4364.

15. The following provisions (or substantially similar provisions) in this Contract TS-026-11 and/or in the contract documents are not applicable to the goods and services herein, are not agreed to by Cessna, and are not applicable to or enforceable against Cessna:

"In case of failure to deliver goods or services in accordance with the contract terms and conditions, Virginia Tech, after due oral or written notice, may procure them from other sources and hold the Contractor responsible for any resulting additional purchase and administrative costs. This remedy shall be in addition to any other remedies which Virginia Tech may have."

COMMONWEALTH OF VIRGINIA

STANDARD CONTRACT

Contract Number: TS-026-11

Page 5 of 8

16. The following provisions of Attachment A, Section 6, in Request for Proposal (RFP) number 0014610 dated September 7, 2010, are not applicable to the goods and services herein, are not agreed to by Cessna, and are not applicable to or enforceable against Cessna:

"The contractor agrees to be responsible for, indemnify, defend and hold harmless Virginia Tech, its officers, agents and employees from the payment of all sums of money by reason of any claim against them arising out of any and all occurrences resulting in bodily or mental injury or property damage that may happen to occur in connection with and during the performance of the contract, including but not limited to claims under the Worker's Compensation Act. The contractor agrees that it will, at all times, after the completion of the work, be responsible for, indemnify, defend and hold harmless Virginia Tech, its officers, agents and employees from all liabilities resulting from bodily or mental injury or property damage directly or indirectly arising out of the performance or nonperformance of the contract."

17. All provisions concerning nonvisual access standards for technology in this Contract TS-026-11 and/or the contract documents are not applicable to the goods and services herein, are not agreed to by Cessna, and are not applicable to or enforceable against Cessna.

18. Section 29 of the RFP General Terms and Conditions is hereby modified to read as follows: Virginia Tech may make such reasonable investigations as deemed proper and necessary to determine the ability of offeror to perform the work/furnish the item(s). Failure by offeror to provide all requested information and data for such purposes may result in Virginia Tech rejecting offeror's proposal. At a mutually agreeable time, Virginia Tech may conduct a reasonable inspection of offeror's physical facilities prior to award solely for the purpose of answering questions regarding offeror's capability to perform the work/furnish the item(s). Virginia Tech further reserves the right to reject any proposal if the evidence submitted by, or investigations of, such offeror fails to satisfy Virginia Tech that such offeror is properly qualified to carry out the obligations of the contract and to complete the work/furnish the item(s) contemplated therein.

19. Section 32 of the RFP General Terms and Conditions is hereby modified to add the following: Any such reasonable test/inspection shall be at a mutually agreeable time if the test/inspection would occur on property owned or controlled by Cessna or would require the use of Cessna resources.

20. IN NO EVENT WILL CESSNA BE LIABLE FOR ANY INDIRECT, INCIDENTAL, CONSEQUENTIAL, SPECIAL, OR PUNITIVE DAMAGES ARISING FROM OR RELATING TO THIS CONTRACT TS-026-11 (AND ANY TRANSACTION CONTEMPLATED HEREIN), WHETHER THE CLAIM IS BASED IN TORT, CONTRACT, EQUITY, OR AT LAW, INCLUDING, WITHOUT LIMITATION, NEGLIGENCE, STRICT LIABILITY, LOSS OF GOODWILL, LOSS OF PROFIT, LOSS OF INCOME, LOSS OF SAVINGS, OR LOSS RELATED TO SOLICITING, PROCURING, OR PURCHASING GOODS OR SERVICES FROM A THIRD PARTY, EVEN IF ANY PARTY WAS ADVISED OF THE POSSIBILITY THEREOF.

COMMONWEALTH OF VIRGINIA

STANDARD CONTRACT

Contract Number: TS-026-11

Page 6 of 8

21. At termination, cancellation, or the end of this Contract TS-026-11, Virginia Tech remains liable to pay Cessna all amounts owed for goods and services provided by Cessna to Virginia Tech.
22. Neither party to this Contract TS-026-11 has the right to assign this agreement in whole or in part without the prior written consent of the other party.
23. All written notices Virginia Tech is required to provide Cessna are to be sent to the following address (or as otherwise designated by Cessna):

Cessna Aircraft Company
Greensboro Citation Service Center
Attn: General Manager
615 Service Center Drive
Greensboro, North Carolina 27410

24. Cessna may terminate this Contract TS-026-11 after sending thirty (30) calendar days written notice to Virginia Tech.
25. Nothing in this Contract TS-026-11 and/or the contract documents shall be construed to prevent Cessna from instituting legal action against Virginia Tech subject to any requirements under the laws of the Commonwealth of Virginia and the terms and conditions of this Contract TS-026-11.
26. This Contract TS-026-11 constitutes the entire agreement between the parties concerning its subject matter and it supersedes all prior representations, agreements, statements, and understandings made regarding the subject matter. This Contract TS-026-11 may only be modified if the modification is in writing and signed by authorized representatives of both parties.

IN WITNESS WHEREOF, the parties have caused this Contract TS-026-11 to be duly executed intending to be bound thereby.

Cessna Aircraft Company

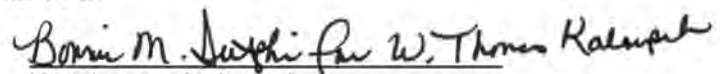
Virginia Tech

By:

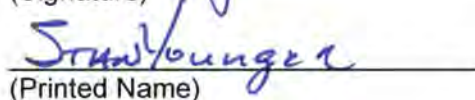


(Signature)

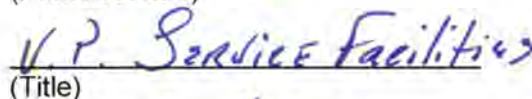
By:



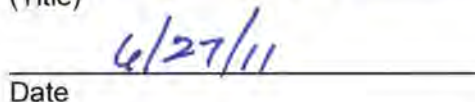
W. Thomas Kaloupek
Director of Purchasing



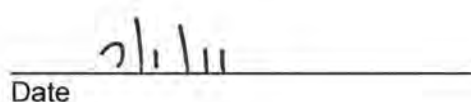
(Printed Name)



(Title)



Date



Date

COMMONWEALTH OF VIRGINIA

STANDARD CONTRACT

ATTACHMENT 1

Contract Number: TS-026-11

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Year 2011 Flat Rates for 560 Ultra

Phase B Inspection	\$1,253	Phase 28 Inspection	\$896
Phase 1 Inspection	\$2,928	Phase 30 Inspection	\$169
Phase 2 Inspection	\$5,945	Phase 32 Inspection	\$1,566
Phase 3 Inspection	\$1,454	Phase 33 Inspection	\$1,566
Phase 4 Inspection	\$3,777	Phase 34 Inspection	\$3,028
Phase 5 Inspection	\$34,167	Phase 39 Inspection	\$560
Phase 6 Inspection	\$1,007	Phase 47 Inspection	\$147
Phase 7 Inspection (per engine)	\$80	Phase 48 Inspection	\$102
Phase 8 Inspection	\$325	Phase 49 Inspection	\$1,204
Phase 9 Inspection (per engine)	\$281	Phase 50 Inspection	\$1,555
Phase 11 Inspection (per battery)	\$337	Phase 51 Inspection	\$638
Phase 13 Inspection	\$492	Phase 53 Inspection	\$226
Phase 14 Inspection	\$5,699	Phase 55 Inspection	\$504
Phase 15 Inspection	\$1,342	Phase 56 Inspection	\$281
Phase 16 Inspection	\$1,566	Phase MA Inspection	\$213
Phase 17 Inspection	\$5,362	Phase MC Inspection	\$136
Phase 18 Inspection	\$1,119	Phase MD Inspection	\$908
Phase 20 Inspection (RVSM)	\$1,454	Phase ME Inspection	\$5,469
Phase 21 Inspection	\$226	Phase MF Inspection	\$1,046
Phase 22 Inspection (all)	\$1,643	Phase MG Inspection	\$197
Phase 22 Inspection (N2 only)	\$1,077	Phase MI Inspection	\$3,799
Phase 22 Inspection (O2 only)	\$638	Phase MJ Inspection	\$331
Phase 23 Inspection (both)	\$672	Phase MK Inspection	\$5,766
Phase 23 Inspection (one bottle)	\$392	Phase 1-4, B Inspections	\$13,516
Phase 25 Inspection (each engine)	\$8,043	Phase 1-5, B Inspections	\$46,453

COMMONWEALTH OF VIRGINIA

STANDARD CONTRACT

ATTACHMENT 2

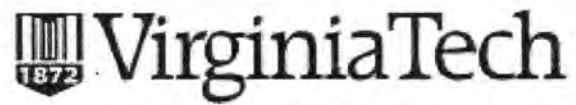
Contract Number: TS-026-11

Page 8 of 8

Year 2011 Flat Rates for 560XL

Document 1	\$2,837
Document 2	\$880
Document 3	\$2,359
Document 4	\$1,958
Document 5	\$3,526
Document 6	\$612
Document 7	\$46
Document 8	\$11,208
Document 9	\$8,941
Document 10	\$5,559
Document 11	\$236
Document 12	\$413
Document 13	\$2,848
Document 14	\$13,676
Document 15	\$868
Document 16	\$135
Document 17	\$68
Document 18	\$857
Document 19	\$958
Document 23	\$891
Document 24	\$125
Document 25	\$1,080
Document 26	\$480

Document 30	\$79
Document 34	\$735
Document 34 (Securaplane battery)	\$668
Document 34 – L3 Com Standby Battery	\$68
Document 35 – Saft Ni-Cad Battery	\$891
Document 35 – L3 Com Standby Battery	\$668
Document 35 – Saft Ni-Cad Battery	\$1,558
Document 36 (CVR or FDR)	\$236
Document 36 (CVR and FDR)	\$469
Document 37 (N2 bottle)	\$1,302
Document 38 (engine fire extinguisher)	\$347
Document 38 (APU fire extinguisher)	\$358
Document 38 (APU fire extinguisher bottle and engine fire extinguisher)	\$702
Document 38 – Oxygen Bottle	\$368
Document 40	\$246
Document 41	\$68
Document 44	\$490
Document 45	\$1,369
Document 47	\$501
Document 48	\$57
Document 49	\$368
Document MB	\$713
Document MD	\$424



Request for Proposal #0014610

for

Aircraft Maintenance Services

September 7, 2010

RFP 0014610
GENERAL INFORMATION FORM

1. **QUESTIONS:** All inquiries for information regarding this solicitation should be directed to: Kimberly Dulaney, Phone: (540) 231-8543, e-mail: kdulane@vt.edu.
2. **DUE DATE:** Sealed Proposals will be received until September 29, 2010 at 3:00 PM. Failure to submit proposals to the correct location by the designated date and hour will result in disqualification.
3. **ADDRESS:** Proposals should be mailed or hand delivered to: Virginia Polytechnic Institute And State University (Virginia Tech), Purchasing Department, 270 Southgate Center (0333), Blacksburg, Virginia 24061. Reference the Opening Date and Hour, and RFP Number in the lower left corner of the return envelope or package.
4. **TYPE OF BUSINESS:** (Please check all applicable classifications). If your classification is certified by the Virginia Department of Minority Business Enterprise, provide your certification number: _____. For certification assistance, please visit: <http://www.dmb.e.state.va.us/swamcert.html>.

_____ **Large**

_____ **Small business** – An independently owned and operated business which, together with affiliates, has 250 or fewer employees or average annual gross receipts of \$10 million or less averaged over the previous three years. Department of Minority Business Enterprise (DMBE) certified women-owned and minority-owned business shall also be considered small business when they have received DMBE small business certification.

_____ **Women-owned business** – A business concern that is at least 51% owned by one or more women who are U. S. citizens or legal resident aliens, or in the case of a corporation, partnership, or limited liability company or other entity, at least 51% of the equity ownership interest is owned by one or more women who are citizens of the United States or non-citizens who are in full compliance with the United States immigration law, and both the management and daily business operations are controlled by one or more women who are U. S. citizens or legal resident aliens.

_____ **Minority-owned business** – A business concern that is at least 51% owned by one or more minority individuals (see Section 2.2-1401, Code of Virginia) or in the case of a corporation, partnership, or limited liability company or other entity, at least 51% of the equity ownership interest in the corporation, partnership, or limited liability company or other entity is owned by one or more minority individuals and both the management and daily business operations are controlled by one or more minority individuals.

5. **COMPANY INFORMATION/SIGNATURE:** In compliance with this Request For Proposal and to all the conditions imposed therein and hereby incorporated by reference, the undersigned offers and agrees to furnish the services in accordance with the attached signed proposal and as mutually agreed upon by subsequent negotiation.

FULL LEGAL NAME (PRINT) <small>(Company name as it appears with your Federal Taxpayer Number)</small>		FEDERAL TAXPAYER NUMBER (ID#)	
BUSINESS NAME/DBA NAME/TA NAME <small>(If different than the Full Legal Name)</small>		FEDERAL TAXPAYER NUMBER <small>(If different than ID# above)</small>	
BILLING NAME <small>(Company name as it appears on your invoice)</small>		FEDERAL TAXPAYER NUMBER <small>(If different than ID# above)</small>	
PURCHASE ORDER ADDRESS		PAYMENT ADDRESS	
CONTACT NAME/TITLE (PRINT)		SIGNATURE (IN INK)	DATE
E-MAIL ADDRESS	TELEPHONE NUMBER	TOLL FREE TELEPHONE NUMBER	FAX NUMBER TO RECEIVE E-PROCUREMENT ORDERS

08/10

I. PURPOSE:

The purpose of this Request for Proposal (RFP) is to solicit sealed proposals to establish one or more contracts through competitive negotiations for the purchase of aircraft and avionics parts and services by Virginia Polytechnic Institute and State University (Virginia Tech), an agency of the Commonwealth of Virginia.

II. CONTRACT PERIOD:

The term of this contract is for two year(s), or as negotiated. There will be an option for successive two-year renewals, or as negotiated.

III. BACKGROUND:

Virginia Tech Air Transportation Services operates two aircraft, 2000 Citation Excel (SN 560-5072) and 1994 Citation Ultra (SN 560-0260). The aircraft provide transportation for Virginia Tech, Commonwealth of Virginia personnel, and co-owners. They are operated under Federal Aviation Regulations Part 91. Their annual utilization is expected to be approximately 150 and 200 hours for the Citation Excel and Citation Ultra respectively.

IV. EVA BUSINESS-TO-GOVERNMENT ELECTRONIC PROCUREMENT SYSTEM:

The eVA Internet electronic procurement solution streamlines and automates government purchasing activities within the Commonwealth of Virginia. Virginia Tech, and other state agencies and institutions, have been directed by the Governor to maximize the use of this system in the procurement of goods and services. *We are, therefore, requesting that your firm register as a trading partner within the eVA system.*

There are registration fees and transaction fees involved with the use of eVA. These fees must be considered in the provision of quotes, bids and price proposals offered to Virginia Tech. Failure to register within the eVA system may result in the quote, bid or proposal from your firm being rejected and the award made to another vendor who is registered in the eVA system.

Registration in the eVA system is accomplished on-line. Your firm must provide the necessary information. Please visit the eVA website portal at <http://www.eva.virginia.gov/register/vendorreg.htm> and **register both with eVA and Ariba**. *This process needs to be completed before Virginia Tech can issue your firm a Purchase Order or contract.* If your firm conducts business from multiple geographic locations, please register these locations in your initial registration.

For registration and technical assistance, reference the eVA website at: eVACustomerCare@dgs.virginia.gov, or call 866-289-7367 or 804-371-2525.

V. STATEMENT OF NEEDS:

A. General

1. The contractor shall provide aircraft maintenance, parts service and avionics parts and maintenance service when requested by Virginia Tech on the Citation Excel and Citation Ultra or other aircraft owned or leased by Virginia Tech.
2. The service provided by the contractor shall include all labor, material, equipment, supplies, and parts needed to provide routine maintenance, inspection, overhaul, replacement or upgrading of existing equipment and avionics whether desired or required due to failure or airworthiness directive.
3. The avionics shop may be part of the aircraft maintenance facility or may be a separate entity.
4. All parts supplied will be according to manufacturer specifications and part numbers as required by the individual aircraft, engine, or avionics manufacturer.
5. At its option, Virginia Tech may have aircraft maintenance service or avionics shop service performed by another contractor in case the contractor is unable to perform service in a timely manner, an emergency exists, or the aircraft is in an un-airworthy condition.

B. Special Requirements

1. The aircraft maintenance facility shall be:
 - a. An FAA certified repair station.

- b. A Cessna service center.
 - c. A Pratt & Whitney major maintenance facility.
 - d. Able to maintain sufficient inventory to properly service Virginia Tech aircraft in a timely manner.
2. The avionics facility shall maintain sufficient inventory of the required parts to service Virginia Tech in a timely manner.

VI. PROPOSAL PREPARATION AND SUBMISSION:

A. General Requirements

1. RFP Response: In order to be considered for selection, Offerors must submit a complete response to this RFP. **One original and four copies** of each proposal must be submitted to:

Virginia Tech
Purchasing Department (0333)
270 Southgate Center
Blacksburg, VA 24061

Reference the Opening Date and Hour, and RFP Number in the lower left hand corner of the return envelope or package.

No other distribution of the proposals shall be made by the Offeror.

2. Proposal Preparation

- a. Proposals shall be signed by an authorized representative of the Offeror. All information requested should be submitted. Failure to submit all information requested may result in Virginia Tech requiring prompt submission of missing information and/or giving a lowered evaluation of the proposal. Proposals which are substantially incomplete or lack key information may be rejected by Virginia Tech at its discretion. Mandatory requirements are those required by law or regulation or are such that they cannot be waived and are not subject to negotiation.
- b. Proposals should be prepared simply and economically providing a straightforward, concise description of capabilities to satisfy the requirements of the RFP. Emphasis should be on completeness and clarity of content.
- c. Proposals should be organized in the order in which the requirements are presented in the RFP. All pages of the proposal should be numbered. Each paragraph in the proposal should reference the paragraph number of the corresponding section of the RFP. It is also helpful to cite the paragraph number, subletter, and repeat the text of the requirement as it appears in the RFP. If a response covers more than one page, the paragraph number and subletter should be repeated at the top of the next page. The proposal should contain a table of contents which cross references the RFP requirements. Information which the offeror desires to present that does not fall within any of the requirements of the RFP should be inserted at an appropriate place or be attached at the end of the proposal and designated as additional material. Proposals that are not organized in this manner risk elimination from consideration if the evaluators are unable to find where the RFP requirements are specifically addressed.
- d. Each copy of the proposal should be bound in a single volume where practical. All documentation submitted with the proposal should be bound in that single volume.
- e. Ownership of all data, material and documentation originated and prepared for Virginia Tech pursuant to the RFP shall belong exclusively to Virginia Tech and be subject to public inspection in accordance with the Virginia Freedom of Information Act. Trade secrets or proprietary information submitted by an Offeror shall not be subject to public disclosure under the Virginia Freedom of Information Act. However, to prevent disclosure the Offeror must invoke the protections of Section 2.2-4342F of the Code of Virginia, in writing, either before or at the time the data or other materials is submitted. The written request must specifically identify the data or other materials to be protected and state the reasons why protection is necessary. The proprietary or trade secret material submitted must be identified by some distinct method such as highlighting or underlining and must indicate only the specific words, figures, or paragraphs that constitute trade secret or proprietary information. The classification of an entire proposal document, line item prices and/or total proposal prices as proprietary or trade secrets is not acceptable and may result in rejection of the proposal.

3. Oral Presentation: Offerors who submit a proposal in response to this RFP may be required to give an oral presentation of their proposal to Virginia Tech. This will provide an opportunity for the Offeror to clarify or elaborate on the proposal but will in no way change the original proposal. Virginia Tech will schedule the time and location of these presentations. Oral presentations are an option of Virginia Tech and may not be conducted. Therefore, proposals should be complete.

B. Specific Requirements

Proposals should be as thorough and detailed as possible so that Virginia Tech may properly evaluate your capabilities to provide the required services. Offerors are required to submit the following information/items as a complete proposal:

1. Describe experience in providing aircraft maintenance services and specific experience with the Cessna aircraft presently operated by Virginia Tech.

2. Provide information regarding the following price items:

Labor rate per hour
Overtime labor rate per hour
Airframe labor rate per hour
Avionics labor rate per hour
Turbine engine labor rate per hour

3. Please indicate if there will be any discount-off list percentage for repair parts and what that discount will be.
4. Specify the location(s) of maintenance facility(s) that may be accessed under this contract and hours of operations.
5. Provide specific plans for providing the proposed services including:
 - a. List of proposed equipment/goods, etc.
 - b. Manner in which services will be performed.
 - c. Time frame for completing services/delivery of parts as requested.
6. Provide four (4) recent references, for whom you have provided the type of services described herein. Include the date(s) the services were furnished, the client name, address and the name and phone number of the individual Virginia Tech has your permission to contact.
7. Small, Women-owned and Minority-owned Business (SWAM) Utilization:

If your business can not be classified as SWAM, describe your plan for utilizing SWAM subcontractors if awarded a contract. Describe your ability to provide reporting on SWAM subcontracting spend when requested. If your firm or any business that you plan to subcontract with can be classified as SWAM, but has not been certified by the Virginia Department of Minority Business Enterprise (DMBE), it is expected that the certification process will be initiated no later than the time of the award. If your firm is currently certified, you agree to maintain your certification for the life of the contract. For assistance with SWAM certification, visit the DMBE website at www.dmbv.virginia.gov. Any questions relating to SWAM businesses or SWAM subcontracting opportunities can be directed to Mark Cartwright, the University's Assistant Director for Supplier Diversity, at 540-231-3333 or mcartwright@vt.edu.

8. Provide the names, certificates, qualifications and experience of personnel to be assigned to perform the work.
9. Provide FAA License number _____
10. Subcontracting: Comment on whether all work provided under this contract will be performed in-house or will any portion envisioned to be subcontracted. If so, please comment on the general plan for subcontracting.

11. Provide a plan for managing price structure adjustments.
12. The return of the General Information Form and addenda, if any, signed and filled out as required.

VII. SELECTION CRITERIA AND AWARD

A. Selection Criteria

Proposals will be evaluated by Virginia Tech using the following:

<u>Criteria</u>	<u>Maximum Point Value</u>
1. Experience with providing maintenance services for Cessna aircraft	20
2. Prices: Hourly labor rates	20
3. Prices: Discount off list for parts	10
4. Availability of maintenance facilities	15
5. Ability to provide parts and full suite of services	15
6. References	10
7. SWAM Utilization	10
	Total 100

B. Award

Selection shall be made of two or more offerors deemed to be fully qualified and best suited among those submitting proposals on the basis of the evaluation factors included in the Request for Proposal, including price, if so stated in the Request for Proposal. Negotiations shall then be conducted with the offerors so selected. Price shall be considered, but need not be the sole determining factor. After negotiations have been conducted with each offeror so selected, Virginia Tech shall select the offeror which, in its opinion, has made the best proposal, and shall award the contract to that offeror. Virginia Tech may cancel this Request for Proposal or reject proposals at any time prior to an award. Should Virginia Tech determine in writing and in its sole discretion that only one offeror has made the best proposal, a contract may be negotiated and awarded to that offeror. The award document will be a contract incorporating by reference all the requirements, terms and conditions of this solicitation and the Contractor's proposal as negotiated. See Attachment B for sample contract form.

VIII. INVOICES:

Invoices for goods or services provided under any contract resulting from this solicitation shall be submitted to:

Virginia Polytechnic Institute and State University
 Accounts Payable
 201 Southgate Center
 Blacksburg, VA 24061

IX. METHOD OF PAYMENT:

Virginia Tech will authorize payment to the contractor as negotiated in any resulting contract from the aforementioned Request for Proposal.

Payment can be expedited through the use of a ghost card payment system. For more information on this program please refer to Virginia Tech's Purchasing website: <http://www.purch.vt.edu/Department/WellsOne.html>

X. ADDENDUM:

Any **ADDENDUM** issued for this solicitation may be accessed at <http://www.purch.vt.edu/html/docs/bids.php>. Since a paper copy of the addendum will not be mailed to you, we encourage you to check the web site regularly.

XI. CONTRACT ADMINISTRATION:

- A. Dr. Joe Garst, Chief Pilot, at Virginia Tech or his designee, shall be identified as the Contract Administrator and shall use all powers under the contract to enforce its faithful performance.
- B. The Contract Administrator, or his designee, shall determine the amount, quantity, acceptability, fitness of all aspects of the services and shall decide all other questions in connection with the services. The Contract Administrator, or his/her designee, shall not have authority to approve changes in the services which alter the concept or which call for an extension of time for this contract. Any modifications made must be authorized by the Virginia Tech Purchasing Department through a written amendment to the contract.

XII. TERMS AND CONDITIONS:

This solicitation and any resulting contract/purchase order shall be governed by the attached terms and conditions.

XIII. ATTACHMENTS:

- Attachment A - Terms and Conditions
- Attachment B - Standard Contract Form

ATTACHMENT A

TERMS AND CONDITIONS

RFP General Terms and Conditions

See http://www.purch.vt.edu/html.docs/terms/GTC_RFP_080409.pdf

Special Terms and Conditions

1. **AUDIT:** The Contractor hereby agrees to retain all books, records, and other documents relative to this contract for five (5) years after final payment, or until audited by the Commonwealth of Virginia, whichever is sooner. Virginia Tech, its authorized agents, and/or the State auditors shall have full access and the right to examine any of said materials during said period.
2. **AVAILABILITY OF FUNDS:** It is understood and agreed between the parties herein that Virginia Tech shall be bound hereunder only to the extent of the funds available or which may hereafter become available for the purpose of this agreement.
3. **CANCELLATION OF CONTRACT:** Virginia Tech reserves the right to cancel and terminate any resulting contract, in part or in whole, without penalty, upon 60 days written notice to the Contractor. In the event the initial contract period is for more than 12 months, the resulting contract may be terminated by either party, without penalty, after the initial 12 months of the contract period upon 60 days written notice to the other party. Any contract cancellation notice shall not relieve the Contractor of the obligation to deliver and/or perform on all outstanding orders issued prior to the effective date of cancellation.
4. **CONTRACTOR/SUBCONTRACTOR LICENSE REQUIREMENT:** By my signature on this solicitation, I certify that this firm/individual and/or subcontractor is properly licensed for providing the goods/services specified

Contractor Name: _____ Subcontractor Name: _____

License #: _____ Type: _____

5. **IDENTIFICATION OF PROPOSAL ENVELOPE:** If a special envelope is not furnished, or if return in the special envelope is not possible, the signed proposal should be returned in a separate envelope or package, sealed and addressed as follows:

VIRGINIA POLYTECHNIC INSTITUTE AND STATE UNIVERSITY
Purchasing Department (0333)
270 Southgate Center
Blacksburg, VA 24061

Reference the opening date and hour, and RFP Number in the lower left corner of the envelope or package.

If a proposal not contained in the special envelope is mailed, the Offeror takes the risk that the envelope, even if marked as described above, may be inadvertently opened and the information compromised which may cause the proposal to be disqualified. No other correspondence or other proposals should be placed in the envelope. Proposals may be hand delivered to the Virginia Tech Purchasing Department.

6. **INSURANCE:**

By signing and submitting a proposal under this solicitation, the Offeror certifies that if awarded the contract, it will have the following insurance coverages at the time the work commences. Additionally, it will maintain these during the entire term of the contract and that all insurance coverages will be provided by insurance companies authorized to sell insurance in Virginia by the Virginia State Corporation Commission.

During the period of the contract, Virginia Tech reserves the right to require the Contractor to furnish certificates of insurance for the coverage required.

INSURANCE COVERAGES AND LIMITS REQUIRED:

- A. Worker's Compensation - Statutory requirements and benefits.
- B. Employers Liability - \$100,000.00
- C. General Liability - \$500,000.00 combined single limit. Virginia Tech and the Commonwealth of Virginia shall be named as an additional insured with respect to goods/services being procured. This coverage is to include Premises/Operations Liability, Products and Completed Operations Coverage, Independent Contractor's Liability, Owner's and Contractor's Protective Liability and Personal Injury Liability.

The contractor agrees to be responsible for, indemnify, defend and hold harmless Virginia Tech, its officers, agents and employees from the payment of all sums of money by reason of any claim against them arising out of any and all occurrences resulting in bodily or mental injury or property damage that may happen to occur in connection with and during the performance of the contract, including but not limited to claims under the Worker's Compensation Act. The

contractor agrees that it will, at all times, after the completion of the work, be responsible for, indemnify, defend and hold harmless Virginia Tech, its officers, agents and employees from all liabilities resulting from bodily or mental injury or property damage directly or indirectly arising out of the performance or nonperformance of the contract.

ATTACHMENT B

Standard Contract form for reference only
Offerors do not need to fill in this form

COMMONWEALTH OF VIRGINIA
STANDARD CONTRACT

Contract Number: _____

This contract entered into this ____ day of _____ 20__, by _____, hereinafter called the "Contractor" and Commonwealth of Virginia, Virginia Polytechnic Institute and State University called "Virginia Tech".

WITNESSETH that the Contractor and Virginia Tech, in consideration of the mutual covenants, promises and agreements herein contained, agrees as follows:

SCOPE OF CONTRACT: The Contractor shall provide the _____ to Virginia Tech as set forth in the Contract Documents.

PERIOD OF CONTRACT: From _____ through _____.

COMPENSATION AND METHOD OF PAYMENT: The Contractor shall be paid by Virginia Tech in accordance with the contract documents.

CONTRACT DOCUMENT: The contract documents shall consist of this signed contract, Request For Proposal Number _____ dated _____, together with all written modifications thereof and the proposal submitted by the Contractor dated _____ and the Contractor's letter dated _____, all of which contract documents are incorporated herein.

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

Contractor:

Virginia Tech

By: _____

By: _____

Title: _____

ADDENDUM # 1 TO RFP # 0014610

VIRGINIA POLYTECHNIC INSTITUTE AND STATE UNIVERSITY
PURCHASING DEPARTMENT (0333)
270 SOUTHGATE CENTER
BLACKSBURG, VA 24061

DATE	DUE DATE AND HOUR
September 10, 2010	September 29, 2010 3:00 PM

ADDRESS ALL INQUIRIES AND CORRESPONDENCE TO: Kimberly Dulaney , Assistant Director and Contracts Manager E-MAIL ADDRESS: kdulane@vt.edu TELEPHONE NUMBER (540) 231-8543 FAX NUMBER (540) 231-9628 AFTER HOUR MESSAGES (540) 231-6221

Aircraft Maintenance Services

1. The following question has arisen for RFP 0014610:

Question 1: Section V. (B.) (1.) Special Requirements, item b, requires a Cessna service center. Is this requirement to be a Cessna factory authorized service center or FAA approved company to work on Cessna Citations?

Virginia Tech Answer: The service center shall be a Cessna Factory Authorized Service Center.

2. Section VII. (B.) Award, is amended and restated to read in its entirety as follows:

B. Award

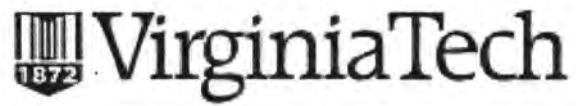
Selection shall be made of two or more offerors deemed to be fully qualified and best suited among those submitting proposals on the basis of the evaluation factors included in the Request for Proposal, including price, if so stated in the Request for Proposal. Negotiations shall then be conducted with the offerors so selected. Price shall be considered, but need not be the sole determining factor. After negotiations have been conducted with each offeror so selected, Virginia Tech shall select the offeror which, in its opinion, has made the best proposal, and shall award the contract to that offeror. Virginia Tech may cancel this Request for Proposal or reject proposals at any time prior to an award. Should Virginia Tech determine in writing and in its sole discretion that only one offeror has made the best proposal, a contract may be negotiated and awarded to that offeror. The award document will be a contract incorporating by reference all the requirements, terms and conditions of this solicitation and the Contractor's proposal as negotiated. See Attachment B for sample contract form.

Virginia Tech reserves the right to award more than one contract as a result of this solicitation.

3. All other terms, conditions and descriptions remain the same.
4. The due date and hour remains September 29, 2010, 3:00 PM.

FULL LEGAL NAME (PRINT) <small>(Company name as it appears with your Federal Taxpayer Number)</small>	FEDERAL TAXPAYER NUMBER (ID#)
BUSINESS NAME/DBA NAME/TA NAME <small>(If different than the Full Legal Name)</small>	FEDERAL TAXPAYER NUMBER <small>(If different than ID# above)</small>
BILLING NAME <small>(Company name as it appears on your invoice)</small>	FEDERAL TAXPAYER NUMBER <small>(If different than ID# above)</small>

PURCHASE ORDER ADDRESS		PAYMENT ADDRESS	
CONTACT NAME/TITLE (PRINT)		SIGNATURE (IN INK)	DATE
E-MAIL ADDRESS	TELEPHONE NUMBER	TOLL FREE TELEPHONE NUMBER	FAX NUMBER TO RECEIVE E-PROCUREMENT ORDERS



Request for Proposal #0014610

for

Aircraft Maintenance Services

September 7, 2010

RFP 0014610
GENERAL INFORMATION FORM

1. **QUESTIONS:** All inquiries for information regarding this solicitation should be directed to: Kimberly Dulaney, Phone: (540) 231-8543, e-mail: kdulane@vt.edu.
2. **DUE DATE:** Sealed Proposals will be received until September 29, 2010 at 3:00 PM. Failure to submit proposals to the correct location by the designated date and hour will result in disqualification.
3. **ADDRESS:** Proposals should be mailed or hand delivered to: Virginia Polytechnic Institute And State University (Virginia Tech), Purchasing Department, 270 Southgate Center (0333), Blacksburg, Virginia 24061. Reference the Opening Date and Hour, and RFP Number in the lower left corner of the return envelope or package.
4. **TYPE OF BUSINESS:** (Please check all applicable classifications). If your classification is certified by the Virginia Department of Minority Business Enterprise, provide your certification number: _____. For certification assistance, please visit: <http://www.dmb.e.state.va.us/swamcert.html>.


Large

Small business – An independently owned and operated business which, together with affiliates, has 250 or fewer employees or average annual gross receipts of \$10 million or less averaged over the previous three years. Department of Minority Business Enterprise (DMBE) certified women-owned and minority-owned business shall also be considered small business when they have received DMBE small business certification.

Women-owned business – A business concern that is at least 51% owned by one or more women who are U. S. citizens or legal resident aliens, or in the case of a corporation, partnership, or limited liability company or other entity, at least 51% of the equity ownership interest is owned by one or more women who are citizens of the United States or non-citizens who are in full compliance with the United States immigration law, and both the management and daily business operations are controlled by one or more women who are U. S. citizens or legal resident aliens.

Minority-owned business – A business concern that is at least 51% owned by one or more minority individuals (see Section 2.2-1401, Code of Virginia) or in the case of a corporation, partnership, or limited liability company or other entity, at least 51% of the equity ownership interest in the corporation, partnership, or limited liability company or other entity is owned by one or more minority individuals and both the management and daily business operations are controlled by one or more minority individuals.

5. **COMPANY INFORMATION/SIGNATURE:** In compliance with this Request For Proposal and to all the conditions imposed therein and hereby incorporated by reference, the undersigned offers and agrees to furnish the services in accordance with the attached signed proposal and as mutually agreed upon by subsequent negotiation.

FULL LEGAL NAME (PRINT) <small>(Company name as it appears with your Federal Taxpayer Number)</small>		FEDERAL TAXPAYER NUMBER (ID#)	
Cessna Aircraft Company		[REDACTED]	
BUSINESS NAME/DBA NAME/TA NAME <small>(If different than the Full Legal Name)</small>		FEDERAL TAXPAYER NUMBER <small>(If different than ID# above)</small>	
Cessna Aircraft Company		[REDACTED]	
BILLING NAME <small>(Company name as it appears on your invoice)</small>		FEDERAL TAXPAYER NUMBER <small>(If different than ID# above)</small>	
Cessna Aircraft Company			
PURCHASE ORDER ADDRESS		PAYMENT ADDRESS	
615 Service Center Drive Greensboro, NC 27410		23260 Network Place Chicago, IL 60673-1232	
CONTACT NAME/TITLE (PRINT)		SIGNATURE (IN INK)	DATE
James C. Heasley			9/28/10
E-MAIL ADDRESS	TELEPHONE NUMBER	TOLL FREE TELEPHONE NUMBER	FAX NUMBER TO RECEIVE E-PROCUREMENT ORDERS
JCHasley@cessna.texttron.com	[REDACTED]	(800) 771-4272	(336) 605-7010

I. PURPOSE:

The purpose of this Request for Proposal (RFP) is to solicit sealed proposals to establish one or more contracts through competitive negotiations for the purchase of aircraft and avionics parts and services by Virginia Polytechnic Institute and State University (Virginia Tech), an agency of the Commonwealth of Virginia.

II. CONTRACT PERIOD:

The term of this contract is for two year(s), or as negotiated. There will be an option for successive two-year renewals, or as negotiated.

III. BACKGROUND:

Virginia Tech Air Transportation Services operates two aircraft, 2000 Citation Excel (SN 560-5072) and 1994 Citation Ultra (SN 560-0260). The aircraft provide transportation for Virginia Tech, Commonwealth of Virginia personnel, and co-owners. They are operated under Federal Aviation Regulations Part 91. Their annual utilization is expected to be approximately 150 and 200 hours for the Citation Excel and Citation Ultra respectively.

IV. EVA BUSINESS-TO-GOVERNMENT ELECTRONIC PROCUREMENT SYSTEM:

The eVA Internet electronic procurement solution streamlines and automates government purchasing activities within the Commonwealth of Virginia. Virginia Tech, and other state agencies and institutions, have been directed by the Governor to maximize the use of this system in the procurement of goods and services. *We are, therefore, requesting that your firm register as a trading partner within the eVA system.*

There are registration fees and transaction fees involved with the use of eVA. These fees must be considered in the provision of quotes, bids and price proposals offered to Virginia Tech. Failure to register within the eVA system may result in the quote, bid or proposal from your firm being rejected and the award made to another vendor who is registered in the eVA system.

Registration in the eVA system is accomplished on-line. Your firm must provide the necessary information. Please visit the eVA website portal at <http://www.eva.virginia.gov/register/vendorreg.htm> and **register both with eVA and Ariba**. *This process needs to be completed before Virginia Tech can issue your firm a Purchase Order or contract.* If your firm conducts business from multiple geographic locations, please register these locations in your initial registration.

For registration and technical assistance, reference the eVA website at: eVACustomerCare@dgs.virginia.gov, or call 866-289-7367 or 804-371-2525.

V. STATEMENT OF NEEDS:

A. General

1. The contractor shall provide aircraft maintenance, parts service and avionics parts and maintenance service when requested by Virginia Tech on the Citation Excel and Citation Ultra or other aircraft owned or leased by Virginia Tech.
2. The service provided by the contractor shall include all labor, material, equipment, supplies, and parts needed to provide routine maintenance, inspection, overhaul, replacement or upgrading of existing equipment and avionics whether desired or required due to failure or airworthiness directive.
3. The avionics shop may be part of the aircraft maintenance facility or may be a separate entity.
4. All parts supplied will be according to manufacturer specifications and part numbers as required by the individual aircraft, engine, or avionics manufacturer.
5. At its option, Virginia Tech may have aircraft maintenance service or avionics shop service performed by another contractor in case the contractor is unable to perform service in a timely manner, an emergency exists, or the aircraft is in an un-airworthy condition.

B. Special Requirements

1. The aircraft maintenance facility shall be:
 - a. An FAA certified repair station.

- b. A Cessna service center.
 - c. A Pratt & Whitney major maintenance facility.
 - d. Able to maintain sufficient inventory to properly service Virginia Tech aircraft in a timely manner.
2. The avionics facility shall maintain sufficient inventory of the required parts to service Virginia Tech in a timely manner.

VI. PROPOSAL PREPARATION AND SUBMISSION:

A. General Requirements

1. RFP Response: In order to be considered for selection, Offerors must submit a complete response to this RFP. **One original and four copies** of each proposal must be submitted to:

Virginia Tech
Purchasing Department (0333)
270 Southgate Center
Blacksburg, VA 24061

Reference the Opening Date and Hour, and RFP Number in the lower left hand corner of the return envelope or package.

No other distribution of the proposals shall be made by the Offeror.

2. Proposal Preparation

- a. Proposals shall be signed by an authorized representative of the Offeror. All information requested should be submitted. Failure to submit all information requested may result in Virginia Tech requiring prompt submission of missing information and/or giving a lowered evaluation of the proposal. Proposals which are substantially incomplete or lack key information may be rejected by Virginia Tech at its discretion. Mandatory requirements are those required by law or regulation or are such that they cannot be waived and are not subject to negotiation.
- b. Proposals should be prepared simply and economically providing a straightforward, concise description of capabilities to satisfy the requirements of the RFP. Emphasis should be on completeness and clarity of content.
- c. Proposals should be organized in the order in which the requirements are presented in the RFP. All pages of the proposal should be numbered. Each paragraph in the proposal should reference the paragraph number of the corresponding section of the RFP. It is also helpful to cite the paragraph number, subletter, and repeat the text of the requirement as it appears in the RFP. If a response covers more than one page, the paragraph number and subletter should be repeated at the top of the next page. The proposal should contain a table of contents which cross references the RFP requirements. Information which the offeror desires to present that does not fall within any of the requirements of the RFP should be inserted at an appropriate place or be attached at the end of the proposal and designated as additional material. Proposals that are not organized in this manner risk elimination from consideration if the evaluators are unable to find where the RFP requirements are specifically addressed.
- d. Each copy of the proposal should be bound in a single volume where practical. All documentation submitted with the proposal should be bound in that single volume.
- e. Ownership of all data, material and documentation originated and prepared for Virginia Tech pursuant to the RFP shall belong exclusively to Virginia Tech and be subject to public inspection in accordance with the Virginia Freedom of Information Act. Trade secrets or proprietary information submitted by an Offeror shall not be subject to public disclosure under the Virginia Freedom of Information Act. However, to prevent disclosure the Offeror must invoke the protections of Section 2.2-4342F of the Code of Virginia, in writing, either before or at the time the data or other materials is submitted. The written request must specifically identify the data or other materials to be protected and state the reasons why protection is necessary. The proprietary or trade secret material submitted must be identified by some distinct method such as highlighting or underlining and must indicate only the specific words, figures, or paragraphs that constitute trade secret or proprietary information. The classification of an entire proposal document, line item prices and/or total proposal prices as proprietary or trade secrets is not acceptable and may result in rejection of the proposal.

3. Oral Presentation: Offerors who submit a proposal in response to this RFP may be required to give an oral presentation of their proposal to Virginia Tech. This will provide an opportunity for the Offeror to clarify or elaborate on the proposal but will in no way change the original proposal. Virginia Tech will schedule the time and location of these presentations. Oral presentations are an option of Virginia Tech and may not be conducted. Therefore, proposals should be complete.

B. Specific Requirements

Proposals should be as thorough and detailed as possible so that Virginia Tech may properly evaluate your capabilities to provide the required services. Offerors are required to submit the following information/items as a complete proposal:


1. Describe experience in providing aircraft maintenance services and specific experience with the Cessna aircraft presently operated by Virginia Tech.

2. Provide information regarding the following price items:

Labor rate per hour
Overtime labor rate per hour
Airframe labor rate per hour
Avionics labor rate per hour
Turbine engine labor rate per hour

3. Please indicate if there will be any discount-off list percentage for repair parts and what that discount will be.
4. Specify the location(s) of maintenance facility(s) that may be accessed under this contract and hours of operations.
5. Provide specific plans for providing the proposed services including:
 - a. List of proposed equipment/goods, etc.
 - b. Manner in which services will be performed.
 - c. Time frame for completing services/delivery of parts as requested.
6. Provide four (4) recent references, for whom you have provided the type of services described herein. Include the date(s) the services were furnished, the client name, address and the name and phone number of the individual Virginia Tech has your permission to contact.
7. Small, Women-owned and Minority-owned Business (SWAM) Utilization:

If your business can not be classified as SWAM, describe your plan for utilizing SWAM subcontractors if awarded a contract. Describe your ability to provide reporting on SWAM subcontracting spend when requested. If your firm or any business that you plan to subcontract with can be classified as SWAM, but has not been certified by the Virginia Department of Minority Business Enterprise (DMBE), it is expected that the certification process will be initiated no later than the time of the award. If your firm is currently certified, you agree to maintain your certification for the life of the contract. For assistance with SWAM certification, visit the DMBE website at www.dmbv.virginia.gov. Any questions relating to SWAM businesses or SWAM subcontracting opportunities can be directed to Mark Cartwright, the University's Assistant Director for Supplier Diversity, at 540-231-3333 or mcartwright@vt.edu.

8. Provide the names, certificates, qualifications and experience of personnel to be assigned to perform the work.
9. Provide FAA License number  _____
10. Subcontracting: Comment on whether all work provided under this contract will be performed in-house or will any portion envisioned to be subcontracted. If so, please comment on the general plan for subcontracting.

11. Provide a plan for managing price structure adjustments.
12. The return of the General Information Form and addenda, if any, signed and filled out as required.

VII. SELECTION CRITERIA AND AWARD

A. Selection Criteria

Proposals will be evaluated by Virginia Tech using the following:

<u>Criteria</u>	<u>Maximum Point Value</u>
1. Experience with providing maintenance services for Cessna aircraft	20
2. Prices: Hourly labor rates	20
3. Prices: Discount off list for parts	10
4. Availability of maintenance facilities	15
5. Ability to provide parts and full suite of services	15
6. References	10
7. SWAM Utilization	10
	Total 100

B. Award

Selection shall be made of two or more offerors deemed to be fully qualified and best suited among those submitting proposals on the basis of the evaluation factors included in the Request for Proposal, including price, if so stated in the Request for Proposal. Negotiations shall then be conducted with the offerors so selected. Price shall be considered, but need not be the sole determining factor. After negotiations have been conducted with each offeror so selected, Virginia Tech shall select the offeror which, in its opinion, has made the best proposal, and shall award the contract to that offeror. Virginia Tech may cancel this Request for Proposal or reject proposals at any time prior to an award. Should Virginia Tech determine in writing and in its sole discretion that only one offeror has made the best proposal, a contract may be negotiated and awarded to that offeror. The award document will be a contract incorporating by reference all the requirements, terms and conditions of this solicitation and the Contractor's proposal as negotiated. See Attachment B for sample contract form.

VIII. INVOICES:

Invoices for goods or services provided under any contract resulting from this solicitation shall be submitted to:

Virginia Polytechnic Institute and State University
 Accounts Payable
 201 Southgate Center
 Blacksburg, VA 24061

IX. METHOD OF PAYMENT:

Virginia Tech will authorize payment to the contractor as negotiated in any resulting contract from the aforementioned Request for Proposal.

Payment can be expedited through the use of a ghost card payment system. For more information on this program please refer to Virginia Tech's Purchasing website: <http://www.purch.vt.edu/Department/WellsOne.html>

X. ADDENDUM:

Any **ADDENDUM** issued for this solicitation may be accessed at <http://www.purch.vt.edu/html.docs/bids.php>. Since a paper copy of the addendum will not be mailed to you, we encourage you to check the web site regularly.

XI. CONTRACT ADMINISTRATION:

- A. Dr. Joe Garst, Chief Pilot, at Virginia Tech or his designee, shall be identified as the Contract Administrator and shall use all powers under the contract to enforce its faithful performance.
- B. The Contract Administrator, or his designee, shall determine the amount, quantity, acceptability, fitness of all aspects of the services and shall decide all other questions in connection with the services. The Contract Administrator, or his/her designee, shall not have authority to approve changes in the services which alter the concept or which call for an extension of time for this contract. Any modifications made must be authorized by the Virginia Tech Purchasing Department through a written amendment to the contract.

XII. TERMS AND CONDITIONS:

This solicitation and any resulting contract/purchase order shall be governed by the attached terms and conditions.

XIII. ATTACHMENTS:

Attachment A - Terms and Conditions
Attachment B - Standard Contract Form

ATTACHMENT A

TERMS AND CONDITIONS

RFP General Terms and Conditions

See http://www.purch.vt.edu/html.docs/terms/GTC_RFP_080409.pdf

Special Terms and Conditions

1. **AUDIT:** The Contractor hereby agrees to retain all books, records, and other documents relative to this contract for five (5) years after final payment, or until audited by the Commonwealth of Virginia, whichever is sooner. Virginia Tech, its authorized agents, and/or the State auditors shall have full access and the right to examine any of said materials during said period.
2. **AVAILABILITY OF FUNDS:** It is understood and agreed between the parties herein that Virginia Tech shall be bound hereunder only to the extent of the funds available or which may hereafter become available for the purpose of this agreement.
3. **CANCELLATION OF CONTRACT:** Virginia Tech reserves the right to cancel and terminate any resulting contract, in part or in whole, without penalty, upon 60 days written notice to the Contractor. In the event the initial contract period is for more than 12 months, the resulting contract may be terminated by either party, without penalty, after the initial 12 months of the contract period upon 60 days written notice to the other party. Any contract cancellation notice shall not relieve the Contractor of the obligation to deliver and/or perform on all outstanding orders issued prior to the effective date of cancellation.
4. **CONTRACTOR/SUBCONTRACTOR LICENSE REQUIREMENT:** By my signature on this solicitation, I certify that this firm/individual and/or subcontractor is properly licensed for providing the goods/services specified

Contractor Name: LESNA AIRCRAFT CO Subcontractor Name: _____

License #: [REDACTED] Type: FAA REPAIR STATION

5. **IDENTIFICATION OF PROPOSAL ENVELOPE:** If a special envelope is not furnished, or if return in the special envelope is not possible, the signed proposal should be returned in a separate envelope or package, sealed and addressed as follows:

VIRGINIA POLYTECHNIC INSTITUTE AND STATE UNIVERSITY
Purchasing Department (0333)
270 Southgate Center
Blacksburg, VA 24061

Reference the opening date and hour, and RFP Number in the lower left corner of the envelope or package. If a proposal not contained in the special envelope is mailed, the Offeror takes the risk that the envelope, even if marked as described above, may be inadvertently opened and the information compromised which may cause the proposal to be disqualified. No other correspondence or other proposals should be placed in the envelope. Proposals may be hand delivered to the Virginia Tech Purchasing Department.

6. **INSURANCE:**
By signing and submitting a proposal under this solicitation, the Offeror certifies that if awarded the contract, it will have the following insurance coverages at the time the work commences. Additionally, it will maintain these during the entire term of the contract and that all insurance coverages will be provided by insurance companies authorized to sell insurance in Virginia by the Virginia State Corporation Commission.

During the period of the contract, Virginia Tech reserves the right to require the Contractor to furnish certificates of insurance for the coverage required.

INSURANCE COVERAGES AND LIMITS REQUIRED:

- A. Worker's Compensation - Statutory requirements and benefits.
- B. Employers Liability - \$100,000.00
- C. General Liability - \$500,000.00 combined single limit. Virginia Tech and the Commonwealth of Virginia shall be named as an additional insured with respect to goods/services being procured. This coverage is to include Premises/Operations Liability, Products and Completed Operations Coverage, Independent Contractor's Liability, Owner's and Contractor's Protective Liability and Personal Injury Liability.

The contractor agrees to be responsible for, indemnify, defend and hold harmless Virginia Tech, its officers, agents and employees from the payment of all sums of money by reason of any claim against them arising out of any and all occurrences resulting in bodily or mental injury or property damage that may happen to occur in connection with and during the performance of the contract, including but not limited to claims under the Worker's Compensation Act. The

contractor agrees that it will, at all times, after the completion of the work, be responsible for, indemnify, defend and hold harmless Virginia Tech, its officers, agents and employees from all liabilities resulting from bodily or mental injury or property damage directly or indirectly arising out of the performance or nonperformance of the contract.

ATTACHMENT B

**Standard Contract form for reference only
Offerors do not need to fill in this form**

**COMMONWEALTH OF VIRGINIA
STANDARD CONTRACT**

Contract Number: _____

This contract entered into this ____ day of _____ 20__, by _____, hereinafter called the "Contractor" and Commonwealth of Virginia, Virginia Polytechnic Institute and State University called "Virginia Tech",

WITNESSETH that the Contractor and Virginia Tech, in consideration of the mutual covenants, promises and agreements herein contained, agrees as follows:

SCOPE OF CONTRACT: The Contractor shall provide the _____ to Virginia Tech as set forth in the Contract Documents.

PERIOD OF CONTRACT: From _____ through _____.

COMPENSATION AND METHOD OF PAYMENT: The Contractor shall be paid by Virginia Tech in accordance with the contract documents.

CONTRACT DOCUMENT: The contract documents shall consist of this signed contract, Request For Proposal Number _____ dated _____, together with all written modifications thereof and the proposal submitted by the Contractor dated _____ and the Contractor's letter dated _____, all of which contract documents are incorporated herein.

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

Contractor:

Virginia Tech

By: _____

By: _____

Title: _____

Jim Heasley
General Manager
Greensboro Citation Service Center
615 Service Center Drive
Greensboro, North Carolina 27410
[REDACTED]



September 28, 2010

Virginia Tech
Purchasing Department (0333)
270 Southgate Center
Blacksburg, VA 24061

To Whom It May Concern:

This letter is to serve as an official response to the RFP dated September 7, 2010. Cessna Aircraft Company offers the RFP response as a limited scope document with the understanding that if chosen as a maintenance provider, Cessna Aircraft Company reserves the right to complete RFP review by our legal counsel.

Additionally, we reserve the right to counter-propose any portion of the RFP after the closure date of the RFP; such proposal will then be provided to the appropriate Virginia Tech representative for review and contract implementation.

RFP response:

B: Specific Requirements

1) Cessna Aircraft Company – as the Citation OEM – has over 30 years of experience maintaining Citation aircraft. Each of our service centers are staffed with trained, experienced, Cessna employees. The Greensboro facility opened in 1993, and for the last eight years, has received the FAA Diamond Award for continuous training of our workforce.

2) Cessna's current scheduled maintenance labor rate (per hr) is \$99; there are no additional charges for overtime, nights, holidays, etc. Our off-site labor rate currently is \$140 (per hr). Cessna makes no differentiation between avionics, or engine work – all work is billed at the above mentioned rates. The rates and fees charged by Cessna are subject to change without prior notice at Cessna's sole discretion.

3) Part Prices Excluded from this Agreement. Notwithstanding anything to the contrary herein, the rates, fees, and adjustments in this Agreement do not pertain to

B: 3) con't

pg 2

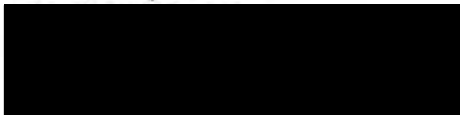


Cessna's part prices. Cessna determines part prices at its sole discretion. All part prices are subject to change without prior notice.

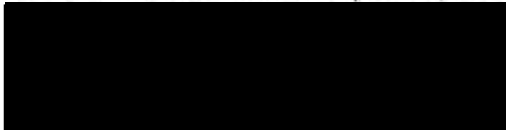
4) The Greensboro Citation Service Center is located at 615 Service Center Drive, Greensboro, North Carolina, 27410. We provide Cessna Citation maintenance on a 24x7 schedule. Additionally, we perform Citation maintenance away from this location upon customer request on the same 24x7 schedule. Labor rates are as noted in section B: 2) above.

- 5) a: 560-260 – see Attachment A. 560-5072 – see attachment B
- b: Cessna warrants its goods and services to be free from defects in material and workmanship for a period of six months from the date of installation. Cessna will either repair or replace any defective part or component covered under this warranty which is returned to Cessna within the warranty period; transportation costs prepaid by the customer. Cessna shall determine which of the two alternative remedies will be provided as to each part or component properly returned.
- c: The estimated Aircraft downtime for inspections and general associated repairs is fourteen (14) days for combined Phases 1, 2, 3, 4, and 5. The Aircraft downtime is subject to change and may be affected by the scope of repairs and part availability.

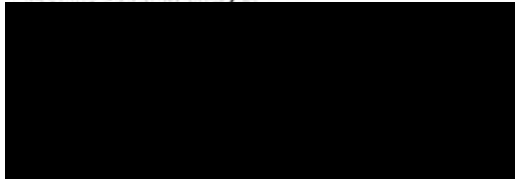
6) Lord Corporation



Landmark Media Enterprises, LLC

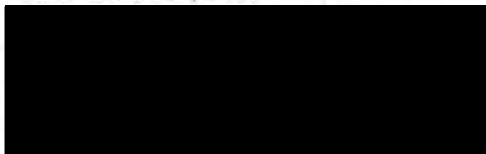


Lawson Airways



6) con't

Pike Electric, Inc.



7) We make every effort to utilize services from SWAM businesses, but currently do not have any involved with the Greensboro Citation Service Center. We communicate with our main office in Wichita, Kansas to learn of any approved, qualified SWAM vendors.

8) All personnel employed by Cessna Aircraft Company (and the Greensboro Citation Service Center) are qualified to perform maintenance on all of the Citation fleet.

9) We operate under FAA CRS # [REDACTED]

10) Sub-contractors are used on a limited basis, but when utilized, all work is inspected and approved by Cessna personnel. Additionally, all sub-contractors conform to an FAA approved, substance-abuse program.

11) Parts and Labor pricing is evaluated annually by Cessna Aircraft Company; the rates and fees charged by Cessna are subject to change without prior notice at Cessna's sole discretion.

Thank You for providing Cessna Aircraft Company the opportunity to perform value-added aircraft maintenance on 560-260 and 560-5072. If you have any questions, feel free to contact me at 800-771-4272.

Sincerely,

A handwritten signature in black ink, appearing to read 'Jim Heasley', written over the printed name.

Jim Heasley



Attachment A

2010 Flat Rates for 560 Ultra	Price
Phase B Inspection	\$1,216
Phase 1 Inspection	\$2,841
Phase 2 Inspection	\$5,769
Phase 3 Inspection	\$1,410
Phase 4 Inspection	\$3,666
Phase 5 Inspection	\$33,164
Phase 6 Inspection	\$977
Phase 7 Inspection (per engine)	\$78
Phase 8 Inspection	\$317
Phase 9 Inspection (per engine)	\$273
Phase 11 Inspection (per battery)	\$326
Phase 13 Inspection	\$481
Phase 14 Inspection	\$5,530
Phase 15 Inspection	\$1,302
Phase 16 Inspection	\$1,518
Phase 17 Inspection	\$5,205
Phase 18 Inspection	\$1,085

Phase 20 Inspection (RVSM)	\$1,410
Phase 20 Inspection (non-RVSM)	\$1,194
Phase 21 Inspection	\$217
Phase 22 Inspection (all)	\$1,956
Phase 22 Inspection (N2 only)	\$977
Phase 22 Inspection (O2 only)	\$620
Phase 23 Inspection (both)	\$651
Phase 23 Inspection (one bottle)	\$381
Phase 25 Inspection (each engine)	\$7,807
Phase 28 Inspection	\$868
Phase 30 Inspection	\$164
Phase 32 Inspection	\$1,518
Phase 33 Inspection	\$1,518
Phase 34 Inspection	\$2,941
Phase 39 Inspection	\$543
Phase 47 Inspection	\$143
Phase 48 Inspection	\$100
Phase 49 Inspection	\$1,176
Phase 50 Inspection	\$1,509
Phase 51 Inspection	\$620
Phase 53 Inspection	\$217
Phase 55 Inspection	\$490
Phase 56 Inspection	\$273
Phase MA Inspection	\$208



Cessna
A Textron Company

Phase MC Inspection	\$132	
Phase MD Inspection	\$681	
Phase ME Inspection	\$5,313	
Phase MF Inspection	\$1,018	
Phase MG Inspection	\$193	
Phase MI Inspection	\$3,687	
Phase MJ Inspection	\$323	
Phase MK Inspection	\$5,596	
Phase 1-4, B Inspections	\$13,118	
Phase 1-5, B Inspections	\$45,089	

Attachment B



<u>2010 560XL Inspection Document Flat Rates</u>	<u>Price</u>
Document 1	\$2,753
Document 2	\$789
Document 3	\$2,288
Document 4	\$1,901
Document 5	\$3,423
Document 6	\$595
Document 7	\$45
Document 8	\$10,879
Document 9	\$8,677
Document 10	\$5,396
Document 11	\$228
Document 12	\$401
Document 13	\$2,764
Document 14	\$13,274
Document 15	\$843
Document 16	\$131
Document 17	\$66
Document 18	\$833

Document 19	\$930
Document 22	\$108
Document 23	\$864
Document 24	\$120
Document 25	\$1,048
Document 26	\$466
Document 30	\$77
Document 34 (all)	\$714
Document 34 (Securaplane battery)	\$648
Document 34 - L3 Com Standby Battery	\$66
Document 35 - Saft Ni-Cad Battery	\$864
Document 35 - L3 Com Standby Battery	\$648
Document 35 - Saft Ni-Cad Battery	\$1,511
Document 36 (CVR or FDR)	\$228
Document 36 (CVR and FDR)	\$455
Document 37 (N2 bottle)	\$1,264
Document 38 (engine fire extinguisher)	\$336
Document 38 – (APU fire extinguisher)	\$347
Document 38 – (APU fire extinguisher bottle and engine fire extinguisher)	\$681
Document 38 - oxygen bottle	\$358
Document 40	\$239
Document 41	\$66
Document 43	\$1,761



Document 44	\$476
Document 45	\$1,329
Document 47	\$487
Document 48	\$55
Document 49	\$358
Document MB	\$692
Document MD	\$412



December 1, 2010

Jim Heasley
Cessna Aircraft Company
Piedmont Triad International Airport
615 Service Center Drive
Greensboro, NC 27410

Dear Mr. Heasley:

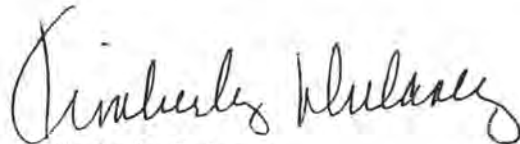
Subject: Virginia Tech RFP #0014610

Thank you for submitting a proposal in response to the subject RFP.

We have reached the point in the evaluation process where we are ready to negotiate as provided for in Section VII. B. of the RFP. We are pleased to inform you that Cessna Aircraft Company has been selected for negotiations. Therefore, we would appreciate your response to the questions attached to this correspondence.

Your response by 8:00 am on Friday, December 10, 2011 will be greatly appreciated.

Sincerely,



Kimberly Dulaney
Assistant Director & Contracts Manager
(540) 231-8543

KDD/kbl

Cessna Aircraft Company
Negotiation Questions
RFP 0014610

1. Would Cessna Aircraft Company be prepared to offer service for unscheduled and emergency maintenance?
2. Please comment on your quickest turn-around for unscheduled and emergency maintenance.
3. Does Cessna Aircraft Company agree to provide monthly invoices with payment due thirty (30) days after receipt of invoice or goods/services, whichever is later?
4. How did Cessna Aircraft Company arrive at the figures for pricing? Is this a similar process made to all your clients, or an industry standard?
5. Do you agree that the initial contract period shall be two years?
6. Upon completion of the initial contract period, does Cessna Aircraft Company agree that the contract may be renewed by Virginia Tech upon written agreement of both parties for successive two-year periods, under the terms of the current contract?
7. If awarded a contract, are you willing to hold prices firm for the initial contract period?
8. While other factors such as the methodology, quality of service and prior experience are considered during the selection process, the evaluation of price, including the annual maintenance fee, is a key element of the evaluation. With this in mind, please provide Cessna Aircraft Company's most competitive price structure for the Maintenance Pricing.
9. Will you accept the Wells One Purchasing Card?
10. Please identify the highest-level executive in your organization that is aware of this solicitation. Describe that person's commitment to assuring the highest quality service to Virginia Tech if your organization is awarded a contract.
11. Please describe your quickest turn around time if emergency services are needed.
12. Since our purchasing system requires precise and accurate information, please provide the following:
 - a. Legal name of your company.
 - b. Trade name (DBA) if different from legal name.

- c. Taxpayer identification Number.
 - d. Company name and address to which Virginia Tech should mail purchase orders.
 - e. Company name and address to which Virginia Tech should mail payments.
 - f. IRS W-9 form (Request for Taxpayer Identification Number and Certification).
13. Please comment on your willingness to register and participate in the eVA internet procurement solution described in the terms and conditions of the RFP.
14. Do you acknowledge, agree and understand that Virginia Tech cannot guarantee a minimum amount of business if a contract is awarded to your company?
15. Are the prices for all goods/services listed in your proposal inclusive of all applicable eVA system transaction fees?
16. Does the vendor acknowledge, agree, and understand that the terms and conditions of the RFP # 0014610 shall govern the contract if a contract is awarded to your company?
17. For purposes of interacting with HokieMart, please identify the person (name, phone number, email address, etc.) in your company that will serve as liaison for a) e-commerce, b) accounts receivable, c) emergency orders.

Dulaney, Kim

From: Heasley, James C [JCHeasley@cessna.textron.com]
Sent: Friday, December 10, 2010 2:52 PM
To: Dulaney, Kim
Subject: Responses to Virginia Tech RFP Questionnaire
Attachments: doc20101210150718.pdf

Kim: pardon my negligence earlier today - all responses are now listed below. Additionally, please see the attached W-9 for tax information pertaining to question 12f. Let me know if you have any questions.

Thank You,
Jim Heasley
General Manager
Greensboro Citation Service Center
615 Service Center Drive
Greensboro, NC 27410
800-771-4272
[REDACTED]
jcheasley@cessna.textron.com

1: Would Cessna Aircraft Company be prepared to offer service for unscheduled and emergency maintenance?

Cessna Aircraft Company provides Citation customer support for Scheduled, Un-scheduled, and AOG (Aircraft-On-Ground) aircraft maintenance events. All of our services are obtained by calling the Greensboro Citation Service Center toll-free at 800-771-4272. Our support is the best in the industry, with trained technicians and dedicated vehicles (Service Trucks and Mobile Service Units) providing that support both here in Greensboro, and out in the field.

2: Please comment on your quickest turn-around for unscheduled and emergency maintenance

Cessna Aircraft Company strives to provide the quickest service possible to our Citation customers. Although each maintenance event is dependant upon a number of different factors (aircraft location, parts availability, etc), our response times for an AOG situation are normally within 4-6 hrs from initial phone call to technician dispatch. Again, each situation is different, and response times vary based on customer need and the aforementioned factors...

3. Does Cessna Aircraft Company agree to provide monthly invoices with payment due thirty (30) days after receipt of invoice or goods/services, whichever is later?

Cessna Aircraft provides an invoice upon: 1) completion of a maintenance event for COD customers, or, 2) three to five days after a maintenance event for our customer's with a current Net30 account with Cessna. Please note that invoices would be mailed directly to Virginia Tech. Invoices would be available electronically if Virginia Tech participated in Cessna's e-Billing program.

4. How did Cessna Aircraft Company arrive at the figures for pricing? Is this a similar process made to all your clients, or an industry standard?

Cessna Aircraft Company reviews and establishes pricing on annual basis. These figures are based on our maintenance manual requirements, and are subject to change. Cessna's rates and fees

identified in response to this RFP are no less favorable than those charged to similar customers for similar services.

5: Do you agree that the initial contract period shall be two years?

Yes, we agree that the initial contract period shall be two years.

6: Upon completion of the initial contract, does Cessna Aircraft Company agree that the contract may be renewed by Virginia Tech upon written agreement of both parties for successive two-year periods, under the terms of the current contract?

Yes, we agree that contract may be renewed upon written agreement of both parties for successive two-year periods.

7. If awarded a contract, are you willing to hold prices firm for the initial contract period?

The labor rates and fees identified by Cessna in response to this RFP remain effective through December 31, 2010. Cessna's 2011 labor rates and fees will be published as soon, and Cessna will provide this information to Virginia Tech as soon as possible. (Each year, Cessna may adjust the labor rates and fees with such adjustments effective January 1st.)

Cessna has addressed the challenge of budgeting for parts pricing by creating a family of optional "ProAdvantage Programs" which provide specific parts coverage for the airframe, avionics, engines, and APU. Cessna also has a program for labor coverage. Once enrolled in a program, Virginia Tech would pay a monthly fee based on a predetermined rate per flight hour. (Participation in a program may require a one-time enrollment fee.) Virginia Tech's flight hour rate would be subject to an adjustment each year based on a formula using a Consumer Price Index. If Virginia Tech is interested, Cessna will provide additional information explaining our programs.

8. While other factors such as the methodology, quality of service and prior experience are considered during the selection process, the evaluation of price, including the annual maintenance fee, is a key element of the evaluation. With this in mind, please provide Cessna Aircraft Company's most competitive price structure for the Maintenance Pricing.

Cessna has a family of ProAdvantage Programs which provide specific parts coverage for the airframe, avionics, engines, and APU as well as labor. Cessna would need information from Virginia Tech in order to determine hourly rates and any enrollment fees.

As a separate matter, Cessna will provide its 2011 labor rates and fees as soon as possible.

9. Will you accept the Wells One Purchasing Card?

Cessna referred to Virginia Tech's purchasing web site to learn about the Wells One Purchasing Card. Based on a preliminary understanding, Cessna is willing to accept the Wells One Purchasing Card.

Please note that invoices would be mailed to Virginia Tech. Invoices would be available electronically if Virginia Tech participates in Cessna's e-Billing program.

10: Please identify the highest-level executive in your organization that is aware of this solicitation. Describe that person's commitment to assuring the highest quality service to Virginia Tech if your organization is awarded a contract.

Stan Younger, Vice President of Service Facilities is the highest-level executive aware of this solicitation. All Cessna Aircraft Company employees are dedicated to Personalized Service, Fair Treatment, Careful Handling, On-Time delivery, Work Done Right The First Time, No Surprises, and Fast Response during all maintenance events.

11: Please describe your quickest turn-around time if emergency services are needed.

Refer to question #2 above

12: Since our purchasing system requires precise and accurate information, please provide the following:

a & b: Cessna Aircraft Company

c: [REDACTED]

d: Greensboro Citation Service Center
615 Service Center Drive
Greensboro, NC 27410

e: Cessna Aircraft Company
23260 Network Place
Chicago, IL 60673-1232

f: see attached

13. Please comment on your willingness to register and participate in the eVA internet procurement solution described in the terms and conditions of the RFP.

Cessna referred to the RFP to learn about the eVA. Cessna would like more information to better determine whether the eVA is a good fit for the acquisition of aircraft maintenance support. Additionally, Cessna would like clarification concerning the eVA system transaction fees.

14: Do you acknowledge, agree and understand that Virginia Tech cannot guarantee a minimum amount of business if a contract is awarded to your company?

Yes, Cessna Aircraft Company understands that this contract (if awarded) cannot, and does not imply a minimum amount of business.

15. Are the prices for all goods/services listed in your proposal inclusive of all applicable eVA system transaction fees?

Cessna's prices do not include eVA system transaction fees. Cessna would like clarification concerning the type and amount of all applicable eVA system transaction fees that would be in effect during the contract term.

16. Does the vendor acknowledge, agree, and understand that the terms and conditions of the RFP #0014610 shall govern the contract if a contract is awarded to your company?

At this time, Cessna does not agree that the terms and conditions of the RFP would govern a final contract between Cessna and Virginia Tech. Cessna would like an opportunity to negotiate a final contract with Virginia Tech and gain a better understanding of how the RFP may govern the final contract.

17. For purposes of interacting with HokieMart, please identify the person (name, phone number, email address, etc.) in your company that will serve as liaison for a) e-commerce, b) accounts receivable, c) emergency orders.

Cessna will provide Virginia Tech with all necessary contact information. In order to identify the best contact person, Cessna would like additional information concerning HokieMart and how Cessna would interact with it to provide aircraft maintenance support.