



April 20, 2026

Nicole Camarata
Town of Oneonta
3966 State Highway 23
PO Box A
West Oneonta, NY 13861

PLEASE VISIT WWW.CAREED.COM FOR PROJECT PHOTOS & VIDEO

RE: EPOXY FLOORING INSTALLATION FOR TOWN OF ONEONTA, GREATER PLAINS POOL HOUSE

WOMEN'S ROOM:	224 SF + 67' COVE BASE
MEN'S ROOM:	144 SF + 55' COVE BASE
MECHANICAL ROOM:	<u>156 SF</u>
TOTAL:	524 SF + 122' COVE BASE

SURFACE PREPARATION

Proper surface preparation is the most important factor in the success of any resinous flooring or coating system application. We take the utmost care to ensure that all necessary steps in preparation are accomplished. To give the installed floor the best performance, it is important that we be permitted the necessary time to properly perform surface preparation work as well as installation work.

We will mechanically prepare the concrete substrate using HEPA-vacuum blast machines to SSPC Concrete Surface Preparation Standards (SSPC-CAB 2 "Intermediate Blast Cleaning") in order to yield a surface free of visible contaminants and poorly bonded surface layers. This method of preparation not only removes surface contaminants, but also creates surface profile to promote adhesion. Areas that cannot be shot blasted will be cleaned and abraded with diamond grinders connected to HEPA-vacuum systems.

We will mechanically prepare existing well-bonded epoxy flooring with diamond grinders connected to HEPA-vacuum systems in order to yield a clean and well-abraded surface.

Please click here: <https://careed.com/floor-prep/> to view videos of our various surface preparation machines in operation.

NEW CONCRETE

A new concrete substrate must be allowed to cure at least 30 days before applying a resinous topping or coating (unless Urecrete system is installed). An efficient vapor barrier is necessary to prevent moisture vapor transmission through a concrete slab on grade. Wet cure method is recommended versus the use of a chemical curing agent. A light steel trowel finish is recommended to minimize laitence and provide a hard surface.

OLD CONCRETE

The entire concrete surface must be structurally sound. Any unsound areas must be repaired or replaced before proceeding with the system application. A major area of concern is the shifting or rocking of floor slabs when driven over by heavy vehicles or equipment. Unless otherwise noted, this quote does not include any structural concrete repair or replacement.

Cracks, saw cuts and holes will be filled with a thickened epoxy material prior to flooring installation.

RECOMMENDED FLOORING INSTALLATION

1) Epoxy Broadcast/Slurry System is a durable flooring system consisting of pigmented 100% solids epoxy and silica aggregate. It provides high-build (1/8") protection against wear, staining and chemicals over existing sound substrates.

ALTERNATIVE FLOORING INSTALLATION OPTIONS

2) Epoxy Slurry System is a durable flooring system consisting of pigmented 100% solids epoxy and silica aggregate. It provides high-build (1/16") protection against wear, staining and chemicals over existing sound substrates.

Thinner coating systems will show more surface irregularities, more shot blasting marks and will not last as long as thicker systems.

Please click on the picture below to read a feature article in CoatingsPro Magazine about a recent award-winning project. **We have won a CoatingsPro Contractor Award 5 years in a row.**



COLOR: Please see ‘Color Selection Guide’ here:
<https://careed.com/color-selection-guide/>

TEXTURE: Skid-inhibiting, ‘orange peel’ or smooth (Generally, we do not recommend smooth or ‘orange peel’ floors for safety reasons. One way to increase safety is by adding a skid inhibitor to the topcoat. Naturally, ordinary floor care is still required in using and maintaining the floor’s surface.) See our Maintenance Instructions <https://careed.com/maintenance/> for more information.

***COST:**

<i>System 1 (1/8" Epoxy):</i>	<i>\$20,064.00</i>
<i>System 2 (1/16" Epoxy):</i>	<i>\$16,055.00</i>
<i>Add 122' of 4" Integrated Cove Base (Men & Women):</i>	<i>\$ 3,100.00</i>

Pricing based on Otsego County prevailing wage rates

*This quote is based on performing the minimum square footage mentioned above in one uninterrupted mobilization. Additional mobilizations or “moves” within a mobilization will require additional charges. Additional square feet will be charged the average sq. ft. cost.

TERMS:

- Payment due 1%/10 days, Net 30 days from completion upon credit approval
- **NOTE THAT PAYMENT WITHIN TERMS IS A CONDITION PRECEDENT TO WARRANTY COVERAGE** (see warranty for details). If your company desires additional payment terms, we will be glad to requote our price and still honor our warranty.
- Unpaid balance will be charged 2% monthly.
- Pricing valid for 30 days.

- **This quote does not include any sales tax.** The owner is responsible to pay the appropriate sales tax. If project is treated as a capital improvement, Owner must provide a Certificate of Improvement and, unless otherwise noted, is responsible for sales tax on materials used (materials are typically 1/3 of quote, contact us for more information)
- If a credit card is used for payment, an additional 3% will be charged to cover transaction fees.
- Customer agrees to pay all costs incurred by C.A. Reed in collecting any delinquent amounts, including attorney's fees.

INSURANCE COVERAGE:

- For your protection, we are fully insured for both Liability (\$6,000,000) and Workers Compensation. Also, everyone on our jobsites is a **direct employee** of C.A. Reed Associates and not a so-called 'independent contractor'. Be careful, as this is not the case with all contractors which may cause Liability and Audit problems for your company.

CONDITIONS:

- **Regular weekend working hours are included in our standard pricing** unless otherwise noted.
- **Off-Hours and Holiday Work:** Where project requirements necessitate work outside normal business hours, including evenings or overnight shifts, an off-hours work premium will apply. **Evening or night work is priced at 30% above standard daytime rates** to account for overtime labor costs, reduced productivity, restricted access, and additional coordination requirements.
- Work performed during **traditional holiday shutdown periods** (such as holiday weekends and end-of-year/July 4 week facility shutdowns) is subject to a **15% premium** above standard pricing to account for holiday labor costs, scheduling constraints, and limited resource availability. Projects for these shutdown periods are scheduled on a first-come, first-served basis. Off-hours and holiday pricing assumes reasonable work access and continuous work areas. Additional restrictions such as limited work windows, escort requirements, gowning procedures, restricted staging, or fragmented work areas may require adjustment.
- Due to the nature of this business, actual working hours may not be restricted to the normal 8:00 A.M. to 5:00 P.M. work day. Consequently, provisions should be made for our employees to work irregular hours at your facility.
- If job is cancelled after issuance of a purchase order, the Owner is responsible to pay for set-up costs incurred, material restocking charge equal to 30% of material cost, and overhead costs equal to 15% of contract.
- We will cooperate with you as much as possible with respect to job scheduling. However, in the event that the job is postponed within 48 hours of the agreed upon start-up date, the Owner will be responsible to pay for setup costs incurred

and materials. The material cost amount will be applied towards invoice after job is completed.

- It is Owner's responsibility, unless otherwise stated, to have work areas cleared of all moveable objects. Owner to provide an electrician to hook up and un-hook electricity for machines, if the unhook is not provided before we leave the facility, the Owner must promptly ship the cord(s) to us. The Owner must also provide an unloading area and a mixing area. If there is a start-up delay caused by Owner, there will be a charge.
- Proper room ventilation, dust enclosures and protection of in-place equipment (if necessary) are the Owner's responsibility.
- Owner must make us aware of chemical or other hazardous contamination in the work area including but not limited to asbestos, acids, solvents, PCB contaminated oil and must ensure that chemical piping is secure and of free of leaks.
- All removable drain covers will be removed and set aside by Owner prior to our arrival. Drains must be cleaned out by Owner and Owner is responsible for reinstallation. We will not be responsible for stuck drain covers that are left in place by Owner. Drain covers, steel plating and manholes that are not easily removed will be taped over.
- Owner shall supply 110 volt, 20-amp electrical service with standard 3-prong outlets for grinding/mixing equipment.
- Owner shall supply sufficient lighting, potable water, heat (minimum 50F), traffic control, material/equipment storage area, rest room facilities, set-up area adjacent to work area and any necessary security if doors need to be left open or unlocked during the installation.
- Construction debris, shot blasting refuse and empty pails and cans to be disposed of by Owner. If Owner does not provide on-site dumpster or other means of disposal and we must take debris with us, there will be a \$400-\$1,000 disposal fee, depending on the amount of debris.
- Water, oil or other contaminants entering application area during installation and cure will damage the coating.
- Repair costs or costs incurred by job interruption caused by water, oil, chemicals or other contaminants will be borne by the Owner.
- Moisture vapor transmission, hydrostatic pressure, oil/chemical migration from the substrate can cause bubbling and floor failure. We are experts at installing epoxy floor systems, but we are not experts at analyzing or testing floors. If you are concerned about any of the above conditions in your substrate, we recommend contacting an independent certified floor inspector. One resource is the National Institute of Certified Floor Covering Inspectors @ www.nicfi.org . Be aware that testing is not a guarantee against future problems. This is especially true if there is no effective vapor barrier and/or you suspect you may have concrete contamination from oils, chemical spills or excessive salts.
- Finish texture must be approved by Owner within 24 hours of completion of floor. Recoating flooring beyond 24 hours requires additional steps that will be paid for by the Owner.

- C.A. Reed Associates, Inc. is not responsible for footprints or damage caused by Owner's employees.
- C.A. Reed Associates, Inc. is an open shop and prices **are** based upon prevailing wage rates.
- There is no retainage for this project.
- Owner agrees to supply all needed permits and incur costs (if any).
- If any action, including arbitration, is brought to enforce or interpret this agreement, C.A. Reed shall be entitled to the costs of such arbitration, including the arbitrator's fees, interest at the rate specified in this agreement or the maximum rate permitted by law, whichever is greater, and necessary disbursements, in addition to any other relief to which it may be entitled.
- The above flooring system will follow the existing contour of the substrate unless otherwise noted in this quote.

WARRANTY

C.A. Reed Associates, Inc. warrants that coatings applied by C.A. Reed Associates, Inc. will not peel due to improper surface preparation and application for one (1) year after completed installation. Our warranty provides full coverage (labor and material) through the first year following the completed installation.

This warranty does **NOT INCLUDE** damage to the coating from items including, but not limited to: substrate failure/structural movement; moisture vapor, water, oil or other chemical migration from the substrate; or mechanical abuse such as impact and gouging. The customer's payment obligation in full to C.A. Reed Associates, Inc. per any contract, purchase order, or invoice, including any increases, modifications, amendments or other changes thereto, shall be a condition precedent to any warranty obligation of C.A. Reed Associates, Inc.

There are no warranties that extend beyond the description on the face hereof.

The parties to this contract agree that C.A. Reed SHALL NOT be liable for any special, indirect, consequential or punitive damages, including but not limited to, lost profits arising from or related to this agreement, and the services and/or products supplied hereunder, even if the parties have knowledge of the possibility of such damages and whether or not such damages are foreseeable, and the signing party waives claims of all such damages as against C.A. Reed.

If you have any questions, please call (800) 462-6149

Best regards,



Matt Mang

Nicole Camarata
Town of Oneonta
West Oneonta, NY 13861

ACCEPTANCE OF PROPOSAL

I agree to the above quote, terms and conditions dated April 20, 2026. My Purchase Order number is _____.

System: _____

Color: _____

Texture: _____

Cost: _____

Signature: _____

Name: _____

Title: _____

Date: _____