



February 22, 2007

Request for Qualifications

Bid Package

Guestroom Furniture Installation

Response Due Date

02/26/2007

TO: All Local (Prince George's County) and Minority Business Enterprises (LBE/MBE)

Gaylord Hotels of the Gaylord National Resort and Convention Center, is seeking installation services for the above referenced bid package(s).

Scope of Work

Authorized installation firms are needed to install Guestroom furniture for selected standard guestrooms, parlors, and suites in this 2000 guestroom hotel and conference center. Vendors for consideration must be able to demonstrate experience, a documented history of large hospitality projects in excess of 500 rooms, and have manpower and mechanical resources to install 100 to 150 complete rooms per week. The selected vendor will receive, stage, deliver, and install furniture according to the Gaylord Hotels' and the General Contractor's schedule. At this time installer will receive, stage, and install the bulk of material on-site.

Vendors under consideration should also have access to warehouse space within one-hour driving time of the project site; and **at minimum** the warehouse should be 25,000 square feet of sprinkled, secured, and insured for full value of furnishings that may be received off-site. This space would be utilized to retain attic stock components of furniture order which would be turned over to Operations at the completion of the project.

About Gaylord National

Gaylord National Resort and Convention Center is being developed by Gaylord Entertainment, Inc. at the National Harbor. Perini/Tompkins Joint Venture is the General Contractor for Phase I of this facility. Phase I features 1,500 rooms, a 1.65 acre atrium and 400,000 sq. ft. of flexible convention space. The Gilford Corporation serves as the General Contractor for Phase II which includes: an additional 500 rooms, a ballroom, and nine (9) meeting rooms.

The Hotel is 1,300,000 gsf and includes four (4) restaurants, spa and a night club. The Convention Center is 900,000 gsf and includes Exhibit Halls, Ballrooms, Meeting Rooms, associated support spaces and the Central Plant.

Bid Instructions

All interested bidders should forward their qualifications and references to Reid Barwick, Director of FF&E Purchasing, Gaylord Hotels, via e-mail at rbarwick@gaylordhotels.com with a carbon copy to nationalharborinfor@tacompanies.com reference "Gaylord National – Guestroom Furniture Installation" by February 26, 2007. Bid packages will be mailed out to qualified bidders by February 26, 2007 with responses due by March 5, 2007. The bid package will include instructions to bidders, a DVD containing drawings and specifications, and all other pertinent information. Failure to review and examine all bid documents does not relieve the contractor from fulfilling all requirements shown in bid documents and scope the purchase order, inclusive of Gaylord Hotels' terms and conditions.

Responses will be received by Gaylord Hotels, Design and Construction Purchasing until 2:00P.M., Monday, February 26, 2007 and may also be faxed to (615) 316 6898, with a cover sheet stating:

**Attention: Reid J. Barwick
Gaylord Hotels
Design & Construction Purchasing
"Gaylord National – Guestroom Furniture Installation"**

If you have any questions regarding this bid, please contact Reid J. Barwick, at rbarwick@gaylordhotels.com.



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LBE/MBE Program

Gaylord National, LLC is committed to the utilization of LBE/MBE firms in the construction and operation of this Project. The TAC Companies, LLC (TAC) manages the Gaylord National LBE/MBE program and can assist you in your efforts to participate in this and future bid opportunities. **Contact Echika Agugua (eagugua@taccompanies.com) at (301) 686-1726 if you have questions regarding this notice or the LBE/MBE Program.** Please make sure your firm is registered with the National Harbor LBE/MBE Program by visiting <http://www.nationalharbor.com/Business/Construction/LMBE.aspx>.