

CITY OF SALISBURY, MARYLAND

REGULAR MEETING

JANUARY 14, 2013

PUBLIC OFFICIALS PRESENT

*Council President Terry E. Cohen
Councilwoman Eugenie P. Shields
James Ireton, Jr., Mayor*

*Councilwoman Laura Mitchell
Councilman Timothy K. Spies*

PUBLIC OFFICIALS NOT IN ATTENDANCE

Council Vice President Deborah S. Campbell

IN ATTENDANCE

City Clerk Kimberly R. Nichols, CMC, City Administrator John Pick, ICMA-CM, Assistant City Administrator Loré Chambers, Ph.D., City Attorney Mark Tilghman, Director Internal Services Keith Cordrey, Neighborhood Services and Code Compliance Director Tom Stevenson, Code Enforcement Officer Joseph Hinks, Assistant Director Internal Services – Procurement Catrice Parsons, Colonel Ivan Barkley, and interested Citizens and Members of the Press

MEDITATION – PLEDGE OF ALLEGIANCE

The City Council met in regular session at 6:00 p.m. in the Training Room at Fire Station #16 at 325 Cypress Street due to repairs being made to the elevator in the Government Office Building.

Council President Cohen called the meeting to order. A moment of silent meditation was held followed by the Pledge of Allegiance.

CERTIFICATES OF APPRECIATION- *Mayor James Ireton, Jr.*

Code Enforcement Officer of the Year 2012

Mayor James Ireton, Jr. presented a Certificate of Appreciation to Neighborhood Services and Code Compliance Code Enforcement Officer Joseph Hinks, recipient of the American Association of Code Enforcement (AACE) Code Enforcement Officer of the Year for 2012. Mr. Hinks was the only officer chosen from a scant few nominated across the nation.

Outstanding Marketing Program Award for Code Enforcement in 2012

Mayor James Ireton, Jr. presented a Certificate of Appreciation to Director of Internal Services Tom Stevenson for winning the AACE Outstanding Marketing Program Award for Code Enforcement in 2012. The City of Salisbury received the award because of its innovative approach to the promotion of code enforcement by using public access television as the vehicle. Code Enforcement Officer Hinks is the producer of "Did You Know", a program made available

by a partnership between the City of Salisbury and PAC 14.

PRESENTATION ON SMALL BUSINESS ADMINISTRATION (SBA) ASSISTANCE FOR VICTIMS OF SUPERSTORM SANDY – Karen Knapik, Public Affairs Specialist, U.S. Small Business Administration

Karen Knapik, Public Affairs Specialist for the U.S. Small Business Administration, provided information on loan programs available to homeowners and renters who suffered loss from Superstorm Sandy. She provided the phone number (800-659-2955) and website address (sba.gov/Sandy) for those citizens on the Lower Eastern Shore interested in getting their property back in order. She urged contacting the SBA prior to applying, as each case is different.

ADOPTION OF LEGISLATIVE AGENDA

Mrs. Shields moved and Mr. Spies seconded to adopt the legislative agenda as presented.

Mrs. Cohen moved to remove the December 17, 2012 work session minutes from the consent agenda for a correction, to follow immediately after the consent agenda. Mrs. Mitchell moved, Mr. Spies seconded, and the vote was unanimous to amend the agenda by adding Ordinance No. 2229 – to close and abandon an area of land being the unimproved roadbeds of Ascension Drive and Centurion Drive and the easements that adjoin said roadbeds, located in Beaglin Crossing Business Park in the City of Salisbury, immediately following the resolutions and prior to the Public Comments.

The legislative agenda, as amended, was adopted by unanimous vote in favor.

CONSENT AGENDA – presented by City Clerk Kim Nichols

The Consent Agenda, as amended, and consisting of the following items, was unanimously approved on a motion by Mr. Spies and a second by Mrs. Shields:

- December 3, 2012 work session minutes
- December 3, 2012 closed session minutes
- December 10, 2012 regular meeting minutes
- December 17, 2012 closed session minutes
- Resolution No. 2240 – approving the appointment of Nicole K. Munday to the City of Salisbury Elections Board for a term ending January 31, 2019
- Resolution No. 2241 – approving the appointment of Cindy R. Pilchard to the Ethics Commission for a term ending September 30, 2016
- Resolution No. 2242 – approving the appointment of Mary Creamer to the Traffic and Safety Advisory Committee for a term ending December 31, 2015
- Resolution No. 2243 – approving the reappointment of George J. Mengason to the Zoo Commission for a term ending December 31, 2015

- Resolution No. 2244 – approving the reappointment of Ronald G. Alessi, Sr. to the Zoo Commission for a term ending December 31, 2015

MINUTES

- December 17, 2012 work session minutes – Mrs. Shields moved and Mrs. Mitchell seconded to approve the December 17, 2012 work session minutes. Mr. Spies moved, Mrs. Mitchell seconded, and the vote was unanimous to amend the minutes by striking the letter “e” in “Jekubiak” and inserting the following after “time” on Line 104:

“, the City’s annexation consultant, Chris Jakubiak,”

By unanimous vote the December 17, 2012 work session minutes, as amended, were approved.

AWARD OF BIDS – presented by Assistant Internal Services Director Catrice Parsons

The following items were unanimously approved on a motion by Mrs. Shields and a second by Mrs. Mitchell:

- Declaration of Surplus – Service Handgun - \$0.00
- Acquisition of a Refuse Truck - \$242,449.40

RESOLUTIONS – presented by City Administrator John Pick

- Resolution No. 2245 – agreeing to the extension of the acting status for Edward Johnson, Acting Utility Section Chief, Sewer Division

Mr. Spies moved and Mrs. Mitchell seconded to approve Resolution No. 2245.

Mrs. Shields moved, Mr. Spies seconded, and the vote was unanimous to amend Resolution No. 2245 by striking “through” and inserting “not to exceed” on Line 20.

Resolution No. 2245, as amended, was approved by unanimous vote in favor.

- Resolution No. 2246 - authorizing the Chief of Police of the City of Salisbury to sign a memorandum of understanding between the Maryland State Police as the National Crime Information Center (NCIS) Criminal Justice Information System (CJIS) Systems Agency (CSA) and the Salisbury Police Department regarding the transmitting, receiving and storing of information in conjunction with the license plate screening technology

Mr. Spies moved and Mrs. Shields seconded to approve Resolution No. 2246.

Mr. Spies moved, Mrs. Shields seconded, and the vote was unanimous to amend Resolution No. 2246 by inserting hyphens in the phrase “state-of-the-art” on Line 12 and

inserting "and" after the comma on Line 13.

Resolution No. 2246, as amended, was approved by unanimous vote in favor.

ORDINANCE – presented by City Attorney Mark Tilghman

- *Ordinance No. 2229 - to close and abandon an area of land being the unimproved roadbeds of Ascension Drive and Centurion Drive and the easements that adjoin said roadbeds, located in Beaglin Crossing Business Park in the City of Salisbury*

On a motion by Mr. Spies and seconded by Mrs. Mitchell, Ordinance No. 2229 for first reading was unanimously approved.

PUBLIC COMMENTS

Comments on the following were received from three (3) members of the public:

- *Trail maintenance in the City Park*
- *Bike Lane Ordinance was successful*
- *City government should accept help when a group offers to provide labor for free*
- *Support for interconnected bike trails*

ADJOURNMENT

The legislative meeting adjourned at 7:05 p.m.

**CITY OF SALISBURY, MARYLAND
CLOSED SESSION
DECEMBER 17, 2012**

TIME & PLACE: 4:49 p.m., Government Office Building – Conference Room 306
PURPOSE: To receive an update and advice from counsel and staff on a legal matter
VOTE TO CLOSE: Unanimous
CITATION: Annotated Code of Maryland Sections 10-508(a)(7)(8)
PRESENT: Council President Terry E. Cohen, Council Vice President Deborah S. Campbell, Councilwoman Laura Mitchell, Councilwoman Eugenie Shields, Councilman Timothy K. Spies, City Clerk Kimberly R. Nichols, City Administrator John R. Pick, and City Attorney Mark Tilghman
ABSENT: Mayor James Ireton, Jr.

On December 17, 2012, during the work session, Mr. Spies moved to convene in closed session to receive an update and advice from counsel and staff on a legal matter. Mrs. Campbell

seconded and the vote was unanimous to close at 4:49 p.m.

After receiving the update and advice on the legal matter, Council reached unanimous consensus to authorize the City Attorney to prepare an agreement, and if necessary, to file a lawsuit with the understanding that he follow up with Mayor Ireton first.

At 5:06 p.m., on a motion and a second by Mrs. Mitchell and Mrs. Shields, respectively, and by unanimous vote, President Cohen adjourned the closed session to reconvene in the work session.

Kimberly R. Nichols

City Clerk

Terry E. Cohen

Council President

City of Salisbury



MARYLAND

JAMES IRETON, JR.
MAYOR

JOHN R. PICK
CITY ADMINISTRATOR

LORE L. CHAMBERS
ASSISTANT CITY ADMINISTRATOR



125 NORTH DIVISION STREET
SALISBURY, MARYLAND 21801
Tel: 410-548-3190
Fax: 410-548-3192

KEITH CORDREY
DIRECTOR OF INTERNAL SERVICES
PROCUREMENT DIVISION

COUNCIL AGENDA

January 14, 2013

- | | | |
|----|--|--------------|
| 1. | Declaration of Surplus Service Handgun | \$0.00 |
| 2. | Acquisition of a Refuse Truck | \$242,449.40 |

City of Salisbury



MARYLAND

JAMES IRETON, JR.
MAYOR

JOHN R. PICK
CITY ADMINISTRATOR

LORE L. CHAMBERS
ASSISTANT CITY ADMINISTRATOR

Salisbury



2010

125 NORTH DIVISION STREET
SALISBURY, MARYLAND 21801
Tel: 410-548-3190
Fax: 410-548-3192

KEITH CORDREY
DIRECTOR OF INTERNAL SERVICES
PROCUREMENT DIVISION

COUNCIL AGENDA

January 14, 2013

To: Mayor and City Council

Subject: Surplus Item-Service Handgun

The City of Salisbury Internal Services Department-Procurement Division received a request from the Salisbury Police Department to declare the following handgun surplus:

Department	Make	Model	Serial #
Police Department	Glock	21-45 caliber handgun	WG614

Upon declaration of surplus, and as approved by the Council, the aforementioned handgun will be given to the retiring police officer; Detective First Class Tanya Ehrisman. Additional details are noted in the department memo.

Thank You,


Catrice L. Parsons

Assistant Director Internal Services-Procurement and Parking



City of Salisbury



POLICE DEPARTMENT

BARBARA DUNCAN
Chief of Police

699 W. SALISBURY PARKWAY
SALISBURY, MARYLAND 21801

410-548-3165

December 18, 2012

TO: Catrice Parsons
Assistant Director Internal Services - Procurement

FROM: Corporal Danny Parsons
Quartermaster - Salisbury Police Department

SUBJECT: INVENTORY (WEAPONS)

The Salisbury Police Department has a history of giving retired Police Officers their duty weapon as a retirement gift. With Chief Duncan's approval, I am requesting the Salisbury City Council declare as surplus, one Glock, Model 21, 45 caliber handgun with a serial number of WG614. This weapon will be given to Detective First Class Tanya Ehrisman. Detective First Class Tanya Ehrisman retired from the Salisbury Police Department on November 30, 2012.

Respectfully Submitted,

Corporal Danny Parsons 0194
Quartermaster
Salisbury Police Department

City of Salisbury



MARYLAND

JAMES IRETON, JR.
MAYOR

JOHN R. PICK
CITY ADMINISTRATOR

LORÉ L. CHAMBERS
ASSISTANT CITY ADMINISTRATOR



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KEITH CORDREY
DIRECTOR OF INTERNAL SERVICES
PROCUREMENT DIVISION

COUNCIL AGENDA

January 14, 2013

TO: Mayor and City Council

SUBJECT: Recommendation for Acquisition
Vac Truck

The Procurement Department received a request from Public Works to purchase a Refuse Truck. This memo supports the purchase of the Refuse Truck for the purchase price of \$242,449.40.

The City will use the NJPA Contract with Mid-Atlantic Waste Systems of Easton, MD for the purchase of the Refuse Truck. The Procurement Department requests Council's approval to award the purchase of the Refuse Truck to Mid-Atlantic Waste System of Easton, MD.

Funding is available in Budget Account #32061-577025 "Vehicles".

Thank you,

Catrice L. Parsons

Assistant Director of Internal Services-Procurement & Parking

City of Salisbury



MARYLAND

Salisbury



2010

125 NORTH DIVISION STREET
SALISBURY, MARYLAND 21801
Tel: 410-548-3170
Fax: 410-548-3107

JAMES IRETON, JR.
MAYOR

JOHN R. PICK
CITY ADMINISTRATOR

LORÉ L. CHAMBERS
ASSISTANT CITY ADMINISTRATOR

TERESA GARDNER, P.E.
DIRECTOR OF PUBLIC WORKS

To: Catrice Parsons
Assistant Director Internal Services
Procurement Division

From: Howard, Landon
Director of Operations

Date: December 11, 2012

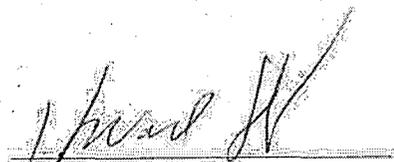
RE: Acquisition of New Refuse Truck

The Sanitation Department's approved FY2013 budget includes the purchase of an automated refuse truck at an estimated cost of \$250,000.00. The City has secured the funding in this amount for the purchase and the Sanitation Department is prepared to proceed with the acquisition of this vehicle. The new automated side-loader will pick up trash daily, 90 & 330 gallon cans, at residential and apartment complexes.

The Salisbury Charter, Article XVI, Purchases and Sales; City Property Inventory of the City Charter, Section 16-3 General policy of competitive bidding; exceptions provides for exceptions to the City's competitive bidding processes. The City of Salisbury is currently piggy backing off of a NJPA awarded contract, Contract #060612-ESG.

Based on this information, we would like to request that a Purchase Transaction be initiated with Mid-Atlantic Waste Systems of Easton, MD, to complete the procurement of the new refuse truck for the purchase price of \$242,449.40. Funding for the project is available in the FY2013 Budget Account #32061-577025. The CIP Project number is VEH0014.

Should you have any questions or require additional information, please feel free to contact me immediately.



Howard Landon
Director of Operations

12-11-12

Date



Teresa Garner, P.E.
Director of Public Works

12/11/12

Date



PROPOSAL

Division of THC Enterprises, Inc.
 Easton, MD * Baltimore, MD * Bedford, VA * Chesapeake, VA
 Chester, PA * Clinton, MD * Cheswick, PA
 Phone 800-338-7274 Fax 410-820-9916
 Visit us on the web! www.mawaste.com

Remittance Address
 P.O. Box 64104
 Baltimore, MD 21264-4104

SOLD TO

Salisbury, City of
 Ben Baker
 500 Lake and Mack Street
 Service Center
 Salisbury, MD 21801

SHIP TO

Salisbury, City of
 Ben Baker
 500 Lake and Mack Street
 Service Center
 Salisbury, MD 21801

Quote #	RSSQ18807-A
Account	
Terms	
Date	11/29/12

410-548-3177

410-548-3177

Sales Rep Jack Mason

QTY	DESCRIPTION	UNIT PRICE	EXT PRICE
<i>NJPA CONTRACT #060612-ESG</i>			
1	Continuous Pack Automated Side Loader Rapid Rail 22 Cubic Yard Dump; 3:0 Cubic Yard Hopper, Self Cleaning; 96" Lift Reach; 1,600 lb Lift Capacity; Body Service Props; Tailgate Service Props; Fully Automatic Tailgate Latches; Manifold Block for Packer Lubrication (Manual Lube); OIGAI Front Mount Tandem Vane Pump System; Lift Cylinders Cushioned Up & Down with Chrome Plated Rods; Chassis Frame Mounted Oil Tank with Level/Temperature Gauge & Oil Suction Shut-Off Valve; 3 Micron Return Line Filter with Magnetic Trap & In-Cab Filter Bypass Monitor; 140 Micron Suction Line Strainer; Fabric Guard Hose Protection for all High Pressure Hoses; In-Cab Packing Controls, Electric; Electric In-Cab Lift Controls, Rocker Style; Electric In-Cab Hoist Controls; In-Cab Tailgate Controls, Electric; In-Cab Function & Indicator Lights; Lift Reach Warning; Backup Alarm; Backup & License Plate Lights; Center Mounted Brake Light; Duplicate High & Low Mount Stop, Turn, & Tail Lights; Mid-Body Turn Signals; FMVSS #108 Clearance Lights & Reflectors; ICC Reflective Tape; Rear Mud Flap-Anti-Sail/Anti-Splash; Rear Underride Guard; Rear Camera Bracket & Flood Lights- Reverse Activated; Customer's Choice of One Color Finish Paint; Standard Six (6) Month (1,250 Hours of Operation) Warranty; ANSI Z 245.1-1999 Compliant; Body Undercoating; Cavity Coat and Joint Sealer	\$101,822.40	\$101,822.40
1	New 2014 Peterbilt Model 320 Right Hand Drive X 12 Engine: Cummins Paccar ISX12 Transmission: Allison Automatic 4500 RDS-P Front Axle: 20,000 lbs. Rear Axle: 26,000 lbs. Color: Gray See Attached specs on chassis	\$130,817.00	\$130,817.00
1	Universal Belt Grabbers with Spring Loaded Inner Arm- To Accommodate 90-300 Gallon Round Automated Barrels		
1	Full Factory Mount		
1	PB 10-02 Peterbilt chassis body builder harness		
1	Operate-in-gear-at-idle (OIGAI) Remote Mount Tandem Vane Pump with Transmission Driven, Constant Duty PTO		

QTY	DESCRIPTION	UNIT PRICE	EXT PRICE
1	Hopper & Lift Work Light Kit- Two Lights- In-Cab Switch		
1	Peterson Multi-Function (SMART) LED Strobe / Turn Lamps- Includes LED Light Package for Entire Unit		
1	Strobe Light, Amber- In-Cab Switch- Mounted Upper Tailgate		
1	Dual High Pressure Filter Kit		
1	Continuously Welded Body Interior		
1	20 lb Fire Extinguisher with Bracket		
1	Customized Paint color - Paint Color Code NOT included in the ColorSmart Brochure		
1	Additional Six (6) Month (Maximum 1,250 Hours of Operation) Extended Warranty		
1	Extend 5-Year Transmission Warranty	\$875.00	\$875.00
1	Engine Extended Warranty Plan 1, 5 years, 300,000 miles	\$1,700.00	\$1,700.00
1	Engine Extended Warranty Aftertreatment 5 years, 300,000 miles	\$650.00	\$650.00
1	Safety Vision Double Color Camera with Heaters & LCD Color Monitor	\$2,440.00	\$2,440.00
1	Camera 1 Location - Mounted on Tailgate Facing Rear		
1	Camera 2 Location - Hopper with Cage		
1	Monitor Location - Dash if Possible		
1	Freight-Mounted Units Easton MD-Driveway	\$2,450.00	\$2,450.00
1	Heil MAWS Pak, PDI, Fuel Etc.	\$770.00	\$770.00
1	Motorola CM200 VHF Mobile Radio/Antenna/Installed	\$925.00	\$925.00

Price includes one standard color paint. Additional charges will apply if not a standard color paint from paint brochure or a metallic paint.

Terms: Net 15 Days

All built per manufacturer's standard specifications.

No title or tag fees included.

Due to the volatility of the fuel and steel markets, prices are subject to change without notice.

Price does not include any local, state, or federal excise tax.

Price includes freight.

Delivery: 120-150 Days from sign proposal

QTY	DESCRIPTION	UNIT PRICE	EXT PRICE
		Subtotal	\$242,449.40
		Federal Excise Tax	
		Sales Tax	
		TOTAL*	\$242,449.40

**total does not include optional items*



TERMS AND CONDITIONS

1. General

No terms or condition of Buyer's purchase order which is different from or in addition to Seller's terms and conditions set forth herein shall bind Seller unless expressly agreed to in writing by Seller's duly authorized representative. Buyer's acceptance of any offer made by Seller is expressly limited to the terms and conditions provided herein. Unless otherwise stated, Seller's quotation may be modified or withdrawn prior to acceptance, and in any event, shall expire after 30 days from its date. This order is not binding on MID-ATLANTIC WASTE SYSTEMS until officially approved. The said machinery, equipment and/or parts are ordered and will be purchased subject to written contract only, and are not affected by any verbal representations or agreements, nor is this order subject to cancellation by the Purchaser without the Seller's consent.

2. Price and Payment

(a) Prices quoted herein are exclusive of all taxes. Any taxes levied or which may become due, and other charges or assessments made by any taxing authority in connection with this contract or the sale, except those measured by Seller's net income, shall be the expense of the Buyer and shall be payable to Seller at or before such tax or other amount is due. When Buyer is entitled to exemption from any tax, Buyer shall furnish Seller with a tax exemption certificate acceptable to the taxing authorities.

(b) Interest at the rate of one and one-half per cent (1.5%) per month (18% per annum), or the maximum lawful rate allowable, will be charged, whichever is less, on all past due invoices. The undersigned agrees to pay all expenses, charges, costs and fees, including, without limitation, attorney's fees and expenses, of any nature whatsoever paid or incurred by, or on behalf of MID-ATLANTIC WASTE SYSTEMS, DIVISION OF THE ENTERPRISES, INC., in connection with any collection action brought hereunder. The invalidity of all or any part of any provision of this Agreement shall not render invalid the remainder of such provision or any other part of this Agreement.

(c) MID-ATLANTIC WASTE SYSTEMS, DIVISION OF THE ENTERPRISES, INC., shall retain ownership of and title to the above machinery, equipment and parts covered by this order until fully paid for in cash and until any note given in evidence of indebtedness, and any renewals thereof, have been fully paid. If any such note is not paid in full at its maturity, all other notes and obligations given in evidence of indebtedness hereof shall at once become due, and the said MID-ATLANTIC WASTE SYSTEMS, DIVISION OF THE ENTERPRISES, INC., shall have the right to take possession of said machinery wheresoever it may be situated and sell the same pursuant to the conditional sales statutes of the State of Maryland.

3. Delivery

(a) Delivery dates are estimated and not guaranteed by Seller and, in any event are conditioned upon receipt of all specifications and other data required to be furnished by the Buyer.

(b) If shipment or delivery is delayed because of an act or omission of the Buyer, payment shall be due upon notification by Seller that goods are ready for shipment. Buyer shall pay any additional charges including, but not limited to, cost of storage, handling, and insurance.

4. WARRANTY AND LIMITATIONS OF LIABILITY

ANY EXPRESS WRITTEN WARRANTY PROVIDED BY THE MANUFACTURER OF THE EQUIPMENT DESCRIBED IN THIS QUOTATION IS GIVEN IN LIEU OF ALL OTHER WARRANTIES EXPRESS OR IMPLIED, INCLUDING ANY IMPLIED WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE. SELLER SHALL NOT BE LIABLE FOR SPECIAL, INCIDENTAL, OR CONSEQUENTIAL DAMAGES RESULTING FROM DEFECTIVE GOODS, SELLER'S NEGLIGENCE, BREACH OF WARRANTY OR CONTRACT, OR CLAIMS BASED UPON STRICT LIABILITY. IN NO EVENT SHALL SELLER BE LIABLE FOR CONSEQUENTIAL DAMAGES COMMERCIAL IN NATURE.

5. Delays

Seller shall not be liable for the failure or delay in the performance of any term, condition, or obligation hereunder due to any cause beyond the Seller's control, including but not limited to Acts of God, acts of the Buyer, war, insurrections or riots, fires, floods, accidents, acts, orders or regulations of any government, inability to obtain necessary materials, services or facilities, strikes or other labor troubles.

6. Development Changes

Changes in design, specifications, construction or materials, may be made at Seller's discretion, and without Buyer's consent, where such changes do not materially affect price, delivery or guaranteed performance (if any) of the goods, or make unusable any other item of goods furnished hereunder.

7. Termination

No order may be terminated without Seller's written consent. Upon any termination Buyer shall pay reasonable termination charges, including but not limited to, manufacturing and sales costs, overhead, costs or goods and profit.

8. Miscellaneous

This agreement shall be binding upon the successors and assigns of the parties. If any provision herein is found to be invalid as a matter of law or by public policy, it shall be considered severed from the remainder of the provisions which shall remain in full force and effect. This agreement shall be governed by the laws of the State of Maryland.

ALL PRICES SUBJECT TO ANY APPLICABLE FEDERAL OR STATE TAXES AND TITLING FEES. QUOTE SUBJECT TO REVISION AFTER 15 DAYS.

FINANCING AVAILABLE

NOTE: Please read carefully. This quote becomes a sales order if signed by customer. Your order will be processed as written! Notify of any changes needed within five (5) days of signing. Financing available, subject to credit approval. I have read and understand the terms and conditions on this Order.

X _____
Customer Approval to Process Order

_____ Date

Thank you for the opportunity to earn your business!