

ROSENTHAL

INSURANCE CONSULTING

Maximizing Coverage • Minimizing Cost

P.O. Box 35220 • North Chesterfield, VA 23235-0220

tel: 804/674-8100 • cell: 804-512-2937 • fax: 804/674-6481 • email: sam@samric.com

MEMO TO: AGENTS AND UNDERWRITERS

FROM: SAM ROSENTHAL

CC: STEVE STERLING
NORFOLK AIRPORT AUTHORITY

RE: **ADDENDUM FOUR TO RFP**

DATE: APRIL 13, 2018

Please note the attached letter which adds and removes vehicles to the Authority's auto schedule.

Please include a copy of this addendum in your proposal so we can confirm you received it.



NORFOLK AIRPORT AUTHORITY®

Norfolk International Airport* / 2200 Norview Avenue / Norfolk, Virginia 23518-5807
757-857-3351 / Fax: 757-857-3265

April 4, 2018

Ms. Diandra R.H. Carpenter
Marketing Leader
Brown & Brown Insurance of VA
500 East Main Street, Suite 600
Norfolk, VA 23510

Re: Vehicle Additions to Norfolk Airport Authority's Commercial Automobile Policy
and Inland Marine Policy

Dear Ms. Carpenter,

The Norfolk Airport Authority has recently taken possession of 4 pieces of new snow removal equipment. We anticipate receiving 5 more pieces (Sweepers). Please add the below pieces of equipment to both our auto policy as well as Inland Marine Policy. Please confirm when added.

Quantity (3) - 2018 MB Snowplow with 22' Blade and Dual Auger Spreader
VIN# 1HTEPSNR9JH355669 (to be labeled Airport-82),
1HTEPSNR5JH355670 (Airport 83),
1HTEPSNR7JH355671 (Airport-84)
Cost = \$378,722 each.

Quantity (1) – 2018 Wausau Snow Dozer Blower Truck with Wausau Blower
(Airport 81)
Serial # W2084B00059
Cost =\$541,953

I will add the sweepers when we receive them. At this time, we are not deleting any of the replaced equipment.

Enclosed is an updated motor vehicle listing for the Norfolk Airport Authority which includes these new vehicles. Please let me know if you have any questions regarding these matters.

Sincerely,

Steven C. Sterling
Deputy Executive Director
Administration and Operations

Enclosure

Pc (w/encl.): Jarred Roenker, Director of Finance
Samuel L. Rosenthal, Rosenthal Insurance Consulting, Inc.

**NORFOLK AIRPORT AUTHORITY
VEHICLE LIST (Rev. April 4, 2018)**

<u>DEPARTMENT</u>	<u>VEHICLE #</u>	<u>DESCRIPTION</u>	<u>DELIVERED</u>	<u>SERIAL#</u>
Admin.	1	2013 Chevrolet Tahoe	October, 2012	1GNSKBE03DR177738
Admin	2	2015 Subaru Forester	March, 2015	JF2SJABC8FH559570
Fire	R-1	2012 Dodge Ram 2500	December, 2011	3C6UD5ML2CG154336
Fire	R-2	2014 Ford F-250	February, 2014	1FT7W2BT3EEB29974
Fire	R-3#	1993 Oshkosh T-3000	October, 1993	1QT9L5EH5P1048393
Fire	R-4#	1998 Emergency One	January, 1999	4ENDAAA88W1009508
Fire	R-5	2008 Ford F-550	September, 2007	1FDAW57RX8EA36065
Fire	R-6	2017 Dodge Ram 1500 Pickup Truck	December, 2016	1C6RR7FT3HS580830
Fire	R-7#	2008 Oshkosh Striker	March, 2008	10TDKAK198S102867
Fire	R-8#	2012 Oshkosh Striker	April, 2012	10TADLGF5CS740149
Fire	R-9	2005 Boat and Trailer	December, 2004	5A4VZFM1952001731
Fire	R-10#	1996 Trailer, Cargo	November, 1995	40LAB2020TP032044
Fire	R-12	2002 MT55 Freightliner	February, 2002	4UZAASBW32CJ73460
Fire	R-13	2007 Jon Boat and Trailer	March, 2007	1AEAAFKAOYA031102
Police	7	2014 Chevrolet Caprice	September, 2014	6G3NS5U2XEL952358
Police	9	2013 Ford Taurus	July 2012	1FAHP2M82DG132464
Police	10	2016 Chevrolet Tahoe	July 2016	1GNSKDEC5GR325608
Police	70	2013 Ford Pickup Truck	July, 2013	1FTFW1CF3DFB27634
Police	73	2016 Chevrolet Tahoe	August, 2016	1GNLDEC2GR327706
Police	74	2013 Ford Taurus	September 2012	1FAHP2M86DG132483
Police	77	2012 Ford Taurus	October, 2011	1FAHP2DW7CG112157
Police	80	2017 Ford SUV	August, 2017	1FM5K8AR4HGD58955
Bldg. Maint.	5	2015 Chevrolet Silverado 2500	November, 2014	1GC1KUEG7FF520133
Bldg. Maint.	6	2014 Ford Pickup Truck F450	December, 2013	1FDUF4HT1EEA92750
Bldg. Maint.	12	2006 Chevrolet Silverado LS 3500	November, 2005	1GCJK34D66E140031
Bldg. Maint.	14	1969 Ford Cargo Loader	Not Available	L85HUE90128
Bldg. Maint.	18	2005 Chevrolet HD 3500 Pickup Truck	September 2004	1GCJK34285E118173
Bldg. Maint.	21*#	2016 Gravely Atlas Utility Vehicle	August 2016	4XABBAD14G8161000
Bldg. Maint	24	2011 Chevrolet Silverado 2500	October, 2010	1GC1KVEG2BF142237
Bldg. Maint.	36	2008 Chevrolet Silverado 2500	December 2007	1GBHK24658E155914
Bldg. Maint.	40	2015 Ford F-750 Bucket Truck	May, 2015	3FRXF7FE4FV726858
Bldg. Maint.	59	2005 International Truck Snow Plow	November, 2004	1HTMMAAN15H138812
Bldg. Maint.	79*#	2003 Komatsu Forklift	February, 2003	562722
Bldg Maint.	30#	2015 Texas Bragg Utility Trailer	July, 2015	17XFP121XF1050844

<u>DEPARTMENT</u>	<u>VEHICLE #</u>	<u>DESCRIPTION</u>	<u>DELIVERED</u>	<u>SERIAL #</u>
Field Maint.	3	2014 Dodge Ram 2500 Pickup Truck	March, 2014	3C6TR5CT3EG205974
Field Maint.	4	2014 Dodge Ram 1500 Pickup Truck	March, 2014	1C6RR7LT3ES256910
Field Maint.	11	2013 TYMCO (Street Sweeper)	January, 2013	1HTJTSKN2DJ387590
Field Maint.	13	1984 Ford Truck (w/plow, Spreader)	April, 1984	1FDXK87UXEVA25011
Field Maint.	15	2013 Freedom Utility Trailer	August 2012	5WKBE2424D1017122
Field Maint.	16	2007 Dodge 2500 Pickup Truck	January 2007	3D6WS26D07G755515
Field Maint.	17	1998 Utility Trailer	December, 1998	17XFP1824W1988144
Field Maint.	19**	2014 Tennant M20 Sweeper	March, 2014	M20-6526
Field Maint.	20**	2014 Kubota Utility Vehicle	September, 2014	A5KB2FDBKEG018400
Field Maint.	25	Reserved for Snow Plow	November, 2000	1HTSCABN01H314882
Field Maint.	26	Reserved for Snow Plow	March, 2014	1HTJTSKN6EH018787
Field Maint.	27	Reserved for Snow Plow	November, 2001	1HTSCABN42H512530
Field Maint.	28	Reserved for Snow Plow	November, 2015	RWX159760102
Field Maint.	29	Reserved for Snow Plow	June, 2012	1HTWAAAN2DJ163940
Field Maint.	33	2001 Navistar (Street Sweeper)	November, 2007	HXC00303
Field Maint.	34	2014 TYMCO (Street Sweeper)	September 2012	1LV5083EJCY442286
Field Maint.	35	2002 Navistar (Street Sweeper)	March, 2002	1253679
Field Maint.	37**	2015 Bob Cat Tool Cat 5600	October, 2014	58547
Field Maint.	38	2013 International 7300 Dump Truck (w/Plow)	March, 2006	154449
Field Maint.	39**	2008 Caterpillar 924H Loader	August, 1999	10TBFPY17XS066441
Field Maint.	41**	2012 John Deere 5083E Tractor w/Mower	November, 2000	10TBFPY171S069266
Field Maint.	42**	2002 New Holland TN65 Tractor	August, 1999	10TBFPY19XS066442
Field Maint.	43**	2014 Kubota M8560 Tractor w/Mower	November, 2000	10TBFPY101S069267
Field Maint.	44**	2005 New Holland TN75DA Tractor w/Mower	August, 1999	10TBFPY10XS066443
Field Maint.	45#	1999 Oshkosh Sweepster	December 2008	75574
Field Maint.	46#	2001 Oshkosh Sweepster	February, 2015	TAD1005
Field Maint.	47#	1999 Oshkosh Sweepster	December, 1996	1SL02162
Field Maint.	48#	2001 Oshkosh Sweepster	December, 2003	1HTMMAAN64H672841
Field Maint.	49#	1999 Oshkosh Sweepster	March, 2014	M30-4261
Field Maint.	51**	2008 Komatsu	September, 1998	1FDAW57F8XEB74417
Field Maint.	53**	2014 TAD 2000 35749-2 Trailer Deicer	December, 2003	1HTMMAAN84H672842
Field Maint.	54#	1996 Caterpillar Loader	Not Available	9F30716
Field Maint.	55	2004 International Snow plow	September, 2011	A3P211658
Field Maint.	56**	2014 Tennant MM30 Sweeper		
Field Maint.	57	1999 Ford F550		
Field Maint.	58	2004 International Snowplow		
Field Maint.	60**	1977 Case Roller		
Field Maint.	61**	2011 Bobcat Skid Loader		

DEPARTMENT	VEHICLE #	DESCRIPTION	DELIVERED	SERIAL#
Field Maint.	62	2010 CAM Utility Trailer	October, 2011	5JPBU192XAP026322
Field Maint.	63*#	2014 TAD 2000 35749-1 Trailer Deicer	February, 2015	TAD1004
Field Maint.	65#	2013 Oshkosh Snowplow	April, 2013	10TAKJGF0DS759994
Field Maint.	66#	2016 Oshkosh Snowplow	April, 2013	10TAKJGF2DS759995
Field. Maint.	67#	1995 Oshkosh Snowplow	April, 1995	10T2COBEOS1051239
Field Maint.	68#	1995 Oshkosh Snowplow	April, 1995	10T2COBE8S1051246
Field Maint.	69#	1995 Oshkosh Snowplow	April, 1995	10T2COBE5S1051253
Field Maint.	72	2005 Dodge Ram 1500 Pickup Truck	November, 2004	1D7HU18N05S122243
Field Maint.	71#	2012 Freedom Utility Trailer	August, 2012	5WKBE1210D1017123
Field Maint.	75#	1997 Caterpillar Loader	September, 1997	1SL02552
Field Maint.	76#	1997 Caterpillar Loader	September, 1997	1SL02571
Field Maint.	78#	2015 John Deere 6125M	November, 2015	1L06125MEEH812222
Field Maint	81	2018 Wausau Snow Dozer w/ Blower Truck	March 2018	W2084B00059
Field Maint	82	2018 MB Snow Plow w/ Spreader	March 2018	1HTEPSNR9JH355669
Field Maint	83	2018 MB Snow Plow w/ Spreader	March 2018	1HTEPSNR5JH355670
Field Maint	84	2018 MB Snow Plow w/ Spreader	March 2018	1HTEPSNR7JH355671
Parking	8	2014 Subaru Outback	May, 2014	4S4BRBAC4E3289677
Parking	23	2017 Chevrolet Equinox	March 2017	2GNFLFEK7H6309408
Parking	50	2011 Ford Focus	September, 2010	1FAHP3ENOBW115658
Parking	52	2011 Ford Ranger Pickup Truck	March, 2011	1FTKR1AD9BPA27584

* Non-Titled Vehicles

Off-Street Use Only

F:\RSB\GENERAL\VEHICLELISTWPD.

**NORFOLK AIRPORT AUTHORITY
VEHICLE LIST (Rev. April 4, 2018)**

<u>DEPARTMENT</u>	<u>VEHICLE #</u>	<u>DESCRIPTION</u>	<u>DELIVERED</u>	<u>SERIAL#</u>
Admin.	1	2013 Chevrolet Tahoe	October, 2012	1GNSKBE03DR177738
Admin	2	2015 Subaru Forester	March, 2015	JF2SJABC8FH559570
Fire	R-1	2012 Dodge Ram 2500	December, 2011	3C6UD5ML2CG154336
Fire	R-2	2014 Ford F-250	February, 2014	1FT7W2BT3EEB29974
Fire	R-3#	1993 Oshkosh T-3000	October, 1993	1QT9L5EH5P1048393
Fire	R-4#	1998 Emergency One	January, 1999	4ENDAAA88W1009508
Fire	R-5	2008 Ford F-550	September, 2007	1FDAW57RX8EA36065
Fire	R-6	2017 Dodge Ram 1500 Pickup Truck	December, 2016	1C6RR7FT3HS580830
Fire	R-7#	2008 Oshkosh Striker	March, 2008	10TDKAK198S102867
Fire	R-8#	2012 Oshkosh Striker	April, 2012	10TADLGF5CS740149
Fire	R-9	2005 Boat and Trailer	December, 2004	5A4VZFM1952001731
Fire	R-10#	1996 Trailer, Cargo	November, 1995	40LAB2020TP032044
Fire	R-12	2002 MT55 Freightliner	February, 2002	4UZAASBW32CJ73460
Fire	R-13	2007 Jon Boat and Trailer	March, 2007	1AEAAFKA0YA031102
Police	7	2014 Chevrolet Caprice	September, 2014	6G3NS5U2XEL952358
Police	9	2013 Ford Taurus	July 2012	1FAHP2M82DG132464
Police	10	2016 Chevrolet Tahoe	July 2016	1GNSKDEC5GR325608
Police	70	2013 Ford Pickup Truck	July, 2013	1FTFW1CF3DFB27634
Police	73	2016 Chevrolet Tahoe	August, 2016	1GNLCDEC2GR327706
Police	74	2013 Ford Taurus	September 2012	1FAHP2M86DG132483
Police	77	2012 Ford Taurus	October, 2011	1FAHP2DW7CG112157
Police	80	2017 Ford SUV	August, 2017	1FM5K8AR4HGD58955
Bldg. Maint.	5	2015 Chevrolet Silverado 2500	November, 2014	1GC1KUEG7FF520133
Bldg. Maint.	6	2014 Ford Pickup Truck F450	December, 2013	1FDUF4HT1EEA92750
Bldg. Maint.	12	2006 Chevrolet Silverado LS 3500	November, 2005	1GCJK34D66E140031
Bldg. Maint.	14	1969 Ford Cargo Loader	Not Available	L85HUE90128
Bldg. Maint.	18	2005 Chevrolet HD 3500 Pickup Truck	September 2004	1GCJK34285E118173
Bldg. Maint.	21*#	2016 Gravelly Atlas Utility Vehicle	August 2016	4XABBAD14G8161000
Bldg. Maint.	24	2011 Chevrolet Silverado 2500	October, 2010	1GC1KVEG2BF142237
Bldg. Maint.	36	2008 Chevrolet Silverado 2500	December 2007	1GBHK24658E155914
Bldg. Maint.	40	2015 Ford F-750 Bucket Truck	May, 2015	3FRXF7FE4FV726858
Bldg. Maint.	59	2005 International Truck Snow Plow	November, 2004	1HTMMAAN15H138812
Bldg. Maint.	79*#	2003 Komatsu Forklife	February, 2003	562722
Bldg Maint.	30#	2015 Texas Bragg Utility Trailer	July, 2015	17XFP121XF1050844

<u>DEPARTMENT</u>	<u>VEHICLE #</u>	<u>DESCRIPTION</u>	<u>DELIVERED</u>	<u>SERIAL #</u>
Field Maint.	3	2014 Dodge Ram 2500 Pickup Truck	March, 2014	3C6TR5CT3EG205974
Field Maint.	4	2014 Dodge Ram 1500 Pickup Truck	March, 2014	1C6RR7LT3ES256910
Field Maint.	11	2013 TYMCO (Street Sweeper)	January, 2013	1HTJT SKN2DJ387590
Field Maint.	13	1984 Ford Truck (w/plow, Spreader)	April, 1984	1FDXK87UXEVA25011
Field Maint.	15	2013 Freedom Utility Trailer	August 2012	5WKBE2424D1017122
Field Maint.	16	2007 Dodge 2500 Pickup Truck	January 2007	3D6WS26D07G755515
Field Maint.	17	1998 Utility Trailer	December, 1998	17XFP1824W1988144
Field Maint.	19*#	2014 Tennant M20 Sweeper	March, 2014	M20-6526
Field Maint	20*#	2014 Kubota Utility Vehicle	September, 2014	A5KB2FDBKEG018400
Field Maint.	25	Reserved for Snow Plow		
Field Maint.	26	Reserved for Snow Plow		
Field Maint.	27	Reserved for Snow Plow		
Field Maint.	28	Reserved for Snow Plow		
Field Maint.	29	Reserved for Snow Plow		
Field Maint	33	2001 Navistar (Street Sweeper)	November, 2000	1HTSCABN01H314882
Field Maint.	34	2014 TYMCO (Street Sweeper)	March, 2014	1HTJT SKN6EH018787
Field Maint.	35	2002 Navistar (Street Sweeper)	November, 2001	1HTSCABN42H512530
Field Maint.	37*#	2015 Bob Cat Tool Cat 5600	November, 2015	RWX159760102
Field Maint.	38	2013 International 7300 Dump Truck (w/Plow)	June, 2012	1HTWAAAN2DJ163940
Field Maint.	39*#	2008 Caterpillar 924H Loader	November, 2007	HXC00303
Field Maint.	41*#	2012 John Deere 5083E Tractor w/Mower	September 2012	1LV5083EJCY442286
Field Maint.	42*#	2002 New Holland TN65 Tractor	March, 2002	1253679
Field Mant.	43*#	2014 Kubota M8560 Tractor w/Mower	October, 2014	58547
Field Maint.	44*#	2005 New Holland TN75DA Tractor w/Mower	March, 2006	154449
Field Maint.	45#	1999 Oshkosh Sweepster	August, 1999	10TBFPY17XS066441
Field Maint.	46#	2001 Oshkosh Sweepster	November, 2000	10TBFPY171S069266
Field Maint.	47#	1999 Oshkosh Sweepster	August, 1999	10TBFPY19XS066442
Field Maint.	48#	2001 Oshkosh Sweepster	November, 2000	10TBFPY101S069267
Field Maint.	49#	1999 Oshkosh Sweeapter	August, 1999	10TBFPY10XS066443
Field Maint.	51*#	2008 Komat'su	December 2008	75574
Field Maint.	53*#	2014 TAD 2000 35749-2 Trailer Deicer	February, 2015	TAD1005
Field Maint.	54#	1996 Caterpillar Loader	December, 1996	1SL02162
Field Maint.	55	2004 International Snow plow	December, 2003	1HTMMAAN64H672841
Field Maint.	56*#	2014 Tennant MM30 Sweeper	March, 2014	M30-4261
Field Maint.	57	1999 Ford F550	September, 1998	1FDAW57F8XE74417
Field Maint.	58	2004 International Snowplow	December, 2003	1HTMMAAN84H672842
Field Maint.	60*#	1977 Case Roller	Not Available	9F30716
Field Maint.	61*#	2011 Bobcat Skid Loader	September, 2011	A3P211658

DEPARTMENT	VEHICLE #	DESCRIPTION	DELIVERED	SERIAL#
Field Maint.	62	2010 CAM Utility Trailer	October, 2011	5JPBU192XAP026322
Field Maint.	63*#	2014 TAD 2000 35749-1 Trailer Deicer	February, 2015	TAD1004
Field Maint.	65#	2013 Oshkosh Snowplow	April, 2013	10TAKJGF0DS759994
Field Maint.	66#	2016 Oshkosh Snowplow	April, 2013	10TAKJGF2DS759995
Field. Maint.	67#	1995 Oshkosh Snowplow	April, 1995	10T2COBEOS1051239
Field Maint.	68#	1995 Oshkosh Snowplow	April, 1995	10T2COBE8S1051246
Field Maint.	69#	1995 Oshkosh Snowplow	April, 1995	10T2COBE5S1051253
Field Maint.	72	2005 Dodge Ram 1500 Pickup Truck	November, 2004	1D7HU18N05S122243
Field Maint.	71#	2012 Freedom Utility Trailer	August, 2012	5WKBE1210D1017123
Field Maint.	75#	1997 Caterpillar Loader	September, 1997	1SL02552
Field Maint.	76#	1997 Caterpillar Loader	September, 1997	1SL02571
Field Maint.	78#	2015 John Deere 6125M	November, 2015	1L06125MEEH812222
Field Maint	81	2018 Wausau Snow Dozer w/ Blower Truck	March 2018	W2084B00059
Field Maint	82	2018 MB Snow Plow w/ Spreader	March 2018	1HTEPSNR9JH355669
Field Maint	83	2018 MB Snow Plow w/ Spreader	March 2018	1HTEPSNR5JH355670
Field Maint	84	2018 MB Snow Plow w/ Spreader	March 2018	1HTEPSNR7JH355671
Parking	8	2014 Subaru Outback	May, 2014	4S4BRBAC4E3289677
Parking	23	2017 Chevrolet Equinox	March 2017	2GNFLFEK7H6309408
Parking	50	2011 Ford Focus	September, 2010	1FAHP3ENOBW115658
Parking	52	2011 Ford Ranger Pickup Truck	March, 2011	1FTKR1AD9BPA27584

* Non-Titled Vehicles

Off-Street Use Only

F:\RSB\GENERAL\VEHICLELISTWPD.



NORFOLK AIRPORT AUTHORITY®

Norfolk International Airport / 2200 Norview Avenue / Norfolk, Virginia 23518-5807
757-857-3351 / Fax: 757-857-3265

April 16, 2018

Ms. Diandra R.H. Carpenter
Marketing Leader
Brown & Brown Insurance of VA
500 East Main Street, Suite 600
Norfolk, VA 23510

Re: Vehicle Addition to Norfolk Airport Authority's Commercial Automobile Policy

Dear Ms. Carpenter,

The Norfolk Airport Authority has recently taken possession of the following new vehicle, which will operate as Vehicle #57:
2018 Ford F550 4X4 Crew Cab VIN# 1FD0W5HT6JEB40693
Cost = \$58,494

This vehicle will replace the 1999 Ford F550 VIN# 1FDAW57F8XEB74417, which is anticipated to be sold at public auction. I will advise you when to remove this vehicle from the Authority's Commercial Automobile policy.

Enclosed is an updated motor vehicle listing for the Norfolk Airport Authority which includes these new vehicles. Please let me know if you have any questions regarding these matters.

Sincerely,

A handwritten signature in black ink, appearing to read "Steven C. Sterling".

Steven C. Sterling
Deputy Executive Director
Administration and Operations

Enclosure

Pc (w/encl.): Jarred Roenker, Director of Finance
Samuel L. Rosenthal, Rosenthal Insurance Consulting, Inc.