

CITY CLERK
ORIGINAL

C-9468
10/17/2013



Notice of Intent to Award

October 17, 2013

INVITATION FOR BIDS, Bid Number: 14-11, Tents and Accessories Rentals

Thank you for participating and submitting an offer on the above solicitation. We appreciate your interest in doing business with the City of Glendale and trust that there will be opportunities in the future for your continued participation.

The City has completed the evaluation process of the offers received. The recommended award for this solicitation is to **Pro Em Party and Event Rentals, LLC**, whose bid was determined to be the most advantageous to the City.

If you have any questions, or would like further information about the award, please contact me by October 25, 2013.

Victoria Jackson, CPPB
Contract Analyst
623-930-2867
vjackson@glendaleaz.com

	Solicitation Number: IFB 14-11 TENT AND ACCESSORIES RENTALS	CITY OF GLENDALE Materials Management 5850 West Glendale Avenue, Suite 317 Glendale, Arizona 85301
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1.0 INTRODUCTION

The City of Glendale is issuing this IFB to establish a term contract with an experienced Contractor for the rental of tents and accessories as specified in this IFB to be utilized for special events on a short-term, "as required" basis

The resulting agreement shall provide for the order, delivery, placement and removal of rental equipment as requested. The equipment shall be used for various public events and meetings scheduled throughout the year. A yearly schedule shall be issued to the successful offeror, however, the City reserves the right to make changes to the proposed schedule including adding and/or deleting entire events.

The City shall make the best effort to remain constant with estimated quantities. Estimated canopy usage per event is also detailed. Rental amounts may vary depending on the popularity of a particular event. Contract must have sufficient reserve and have the capacity to add additional equipment on short notice 12 to 24 hours.

The Contractor shall check the YES or NO boxes for each specification on each page of section 1. If the Contractor checks the NO box for any specification, the Contractor must provide an explanation and alternate information as an attachment to section 3. Failure to comply with the following specifications may result in the rejection of bid

Item No.	SPECIFICATIONS	Comply
1.1	The Contractor shall have the resources and capability to provide the services described herein. Contractor acknowledges and agrees that it meets, and shall maintain for the duration of this contract, the following minimum conditions and requirements:	
1.1.1	The Contractor shall provide special event equipment rentals (see Section 4.1 for a list of items) to be set up and dismantled on City property as requested by the contract administrator or his designee.	Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>
1.1.2	The Contractor shall designate a single company representative as the contact person for all City rental requests. The designated representative shall advise the City on equipment availability, confirm each rental, and schedule setup and takedown of all equipment ordered under this contract.	Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>



Solicitation Number: IFB 14-11
TENT AND ACCESSORIES RENTALS

CITY OF GLENDALE
 Materials Management
 5850 West Glendale
 Avenue, Suite 317
 Glendale, Arizona 85301

Item No.	SPECIFICATIONS	Comply
113	The Contractor shall identify a contact person with a day and evening telephone number for emergency communications resulting from severe weather, faulty equipment, and all problems associated with the rental. If a change in the company representative occurs, the Contractor shall immediately notify the contract administrator.	Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>
114	The equipment shall meet or exceed all applicable health and safety standards as well as meet all requirements of the City of Glendale Fire Code	Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>
115	The canopies and other special event equipment are subjected to crowd traffic and must withstand heavy use. The equipment may also be used for food serving situations, including food preparation.	Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>
116	The Contractor shall send order confirmation to the contract or his designee within 24 hours of the initial request. Requests for equipment rentals may be made by telephone, fax or email.	Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>
1.17	Special event equipment shall contain all materials and supplies necessary to remain in working order for the duration of the rental. Replacement of any components shall be the responsibility of the Contractor and be included in the rental fee.	Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>
118	The Contractor shall be responsible for damages resulting from equipment failure that may cause personal injury to an individual or to City property.	Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>
119	Contractor shall have necessary personnel and equipment to perform the required duties. Canopies shall be set up on streets or in park areas, secured with sandbags or water barrel tie-downs. Setup options shall be at the full discretion of the City. Setup and take down times vary, no exact time can be guaranteed relating to site accessibility. Setup shall be done in accordance with industry-wide standard practices.	Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>
1.110	All takedowns shall take place immediately following the close of the event and must be completed by 8 a.m. the following day, unless special permission is given. Some of these events may last until 10:00 p.m.	Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>
1111	Unit cost of rental equipment shall not be a "cost per day" but a "cost per event" up to and including four (4) days.	Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>
1.1.12	The Contractor shall be responsible for any permits required to place equipment for a City-sponsored event. <i>PRE-EM TO CHAIRMAN</i>	Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>

PROCESSING FEE OF \$100.00 PER PERMIT

PRE-EM is responsible for their Damages; the City is responsible for theirs

 <p>GLENDALÉ</p>	<p>Solicitation Number: IFB 14-11</p> <p>TENT AND ACCESSORIES RENTALS</p>	<p>CITY OF GLENDALE Materials Management 5850 West Glendale Avenue, Suite 317 Glendale, Arizona 85301</p>
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Item No.	SPECIFICATIONS	Comply
1113	The outdoor canopy sizes that may be requested are on the pricing Sheet. Section 41. The Contractor shall have current stock, or available for rental at the required time, all sizes requested.	Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>
1.1.14	As part of the evaluation, Contractors shall include a current inventory list of the items requested on the pricing Sheet. Contractor shall, at a minimum, include the quantity, size and color of each item specified.	Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>
1115	Setup and takedown charges shall be listed separately based upon the event schedule. Charges should include all items rented (e.g., tables and chairs).	Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>
1116	A one-time delivery/pickup fee shall be listed separately. Any additional deliveries shall be based on the set delivery/pickup rate.	Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>

 GLENDALE	Solicitation Number: IFB 14-11 TENT AND ACCESSORIES RENTALS	CITY OF GLENDALE Materials Management 5850 West Glendale Avenue, Suite 317 Glendale, Arizona 85301
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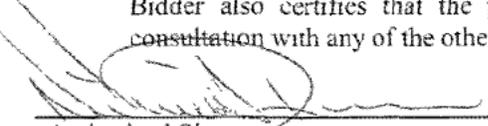
3.0 ADDITIONAL SUBMISSION REQUIREMENTS

The Contractor shall check the YES or NO boxes for each specification on each page of Section 3. If the Contractor checks the NO box for any specification, the Contractor must provide an explanation and alternate information as an attachment to this section.

Item No.	SUPPLEMENTAL SPECIFICATION	Comply
3 1 1	<u>INVENTORY.</u> Contractor will provide inventory of items as it relates to the timeframes discussed within the IFB	Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>
3 1 2	<u>REFERENCES</u> Contractor will provide with the offer, three (3) letters of reference from companies for whom Contractor has provided similar services in the last twelve (12) months. Also include company name, address, phone number, contract person, a description of the products/services provided with a description of any major variation to the requirements of this IFB	Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>

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4.0 BIDDER SHEET The bidder certifies that they have read, understand, and will fully and faithfully comply with this solicitation, its attachments and any referenced documents. Bidder also certifies that the prices offered were independently developed without consultation with any of the other bidders or potential bidders.

 _____ Authorized Signature	_____ Title
_____ Company's Legal Name	_____ Company Email Address
_____ Address	_____ City, State & Zip code
_____ Telephone Number	_____ Fax Number
_____ Authorized Signer's Email Address	

For questions regarding this offer: (If different from above)

_____ Contact Name	_____ Phone Number	_____ Fax Number
_____ Contact Email Address		

FEDERAL TAXPAYER ID NUMBER: _____

Arizona Sales Tax No. _____ Tax Rate _____

Bidder certifies it is a: Proprietorship Partnership Corporation

Minority or woman-owned business: Yes No



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5.0 PRICING PAGE

The quantities referenced in this solicitation are an annual estimate ONLY and are to be used for evaluation purposes only. No commitment of any quantity is made during this contract; purchases are on an as-needed, if needed basis.

The not-to-exceed amount shall include all fees and costs associated with the purchase and shipment of the equipment. Tax shall not be included.

5.1 PRICING STRUCTURE

EQUIPMENT DESCRIPTION	EST QTY (YEAR)	UNIT PRICE	EXTENDED PRICE
5.1.1			
<u>CANOPIES w/8' or 10' LEGS</u>			
10 X 10	70	\$ <u>93</u>	\$ <u>6510.</u>
10 X 20	25	\$ <u>144</u>	\$ <u>3600.</u>
20 X 20	5	\$ <u>205</u>	\$ <u>1025.</u>
20 X 30	5	\$ <u>307</u>	\$ <u>1535.</u>
		Estimated Total 5.1.1	\$ <u>12670.</u>
5.1.2			
<u>ALT: FESTIVAL CANOPIES w/8' or 10' LEGS</u>			
10 X 10	70	\$ <u>93</u>	\$ <u>6510.</u>
10 X 20	25	\$ <u>181</u>	\$ <u>4525.</u>
20 X 20	5	\$ <u>242</u>	\$ <u>1210.</u>
20 X 30	5	\$ <u>363</u>	\$ <u>1815.</u>
		Estimated Total 5.1.2	\$ <u>14060.</u>
5.1.3			
<u>SIDEWALLS</u>			
8' high (cost per foot)	3500	\$ <u>1.21</u>	\$ <u>4235.</u>
10' high (cost per foot)	3500	\$ <u>1.21</u>	\$ <u>4235.</u>
Mesh	3500	\$ <u>2.33</u>	\$ <u>8155.</u>
		Estimated Total 5.1.3	\$ <u>16625.</u>
5.1.4			
<u>STANCHIONS</u>			
White, Plastic	70	\$ <u>8.84</u>	\$ <u>618.</u>
6' or 8' white plastic chain	500	\$ <u>49</u>	\$ <u>245.</u>
		Estimated Total 5.1.4	\$ <u>863.</u>

COMPANY NAME: PRO EM Party & Event Rentals, LLC.

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EQUIPMENT DESCRIPTION	EST. QTY (YEAR)	UNIT PRICE	EXTENDED PRICE
5.1.5			
<u>TABLES</u>			
Include setup and takedown in unit price			
8' Banquet	200	\$ <u>10.46</u>	\$ <u>2092.</u>
6' Banquet	50	\$ <u>10.00</u>	\$ <u>500.</u>
60" Round	140	\$ <u>10.93</u>	\$ <u>1530.</u>
48" Round	10	\$ <u>9.53</u>	\$ <u>95.</u>
36" Round (cocktail)	70	\$ <u>11.39</u>	\$ <u>797.</u>
		Estimated Total 5.1.5	\$ <u>5014.</u>

EQUIPMENT DESCRIPTION	EST. QTY (YEAR)	UNIT PRICE	EXTENDED PRICE
5.1.6			
<u>LINENS</u>			
8' Banquet	200	\$ <u>10.44</u>	\$ <u>2088.</u>
6' Banquet	50	\$ <u>10.46</u>	\$ <u>523.</u>
36" Round Cocktail	30	\$ <u>10.23</u>	\$ <u>307.</u>
		Estimated Total 5.1.6	\$ <u>2922.</u>

5.1.7			
<u>CHAIRS</u>			
Include setup and takedown in unit price			
Plastic, Folding	1000	\$ <u>1.53</u>	\$ <u>1530.</u>
		Estimated Total 5.1.7	\$ <u>1530.</u>

5.1.8			
<u>FLOURESCENT/HALOGEN LIGHT KIT, Outdoor Rated, include setup and takedown in unit price</u>			
Lights w/ 25' extension cords	150	\$ <u>28.55</u>	\$ <u>4282.</u>
		Estimated Total 5.1.8	\$ <u>4282.</u>

5.1.9			
<u>STAGING</u>			
20' L X 20' W X 4' H	4	\$ <u>180.2</u>	\$ <u>7208.</u>
Stairs	4	\$ <u>0</u>	\$ <u>0</u>
ADA ramp	4	\$ <u>414</u>	\$ <u>1656.</u>
Handrails	4	\$ <u>0</u>	\$ <u>0</u>
4'H Stage Skirting (cost per foot)	320	\$ <u>1.40</u>	\$ <u>448.</u>
		Estimated Total 5.1.9	\$ <u>9312.</u>

- Includes side rail

COMPANY NAME: Pro Em Party's Event Rentals, LLC



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* 5.1.10 SETUP/TAKE-DOWN FEE Canopies and sidewalls (excluding tables and chairs)		Cost Per Event
Glendale Glitters Spectacular Weekend November (Thanksgiving Weekend, Friday-Sunday)	\$	_____
Glendale Glitter Weekend Events, December (First 3 weekends in December)	\$	_____
Glendale Glitter & Glow Block Party, January (1 night - typically the second Saturday in January)	\$	_____
Glendale Chocolate Affaire February (3 days - typically second weekend in February)	\$	_____
	Estimated Total For 5.1.10	\$ _____

** 5.1.11	Estimated Events Per Year	Cost Per event	Extend Price
DELIVERY/PICKUP FEE	4	\$ _____	\$ _____
<i>\$150 per truckload</i>		GRAND TOTAL 5.1.1-5.1.11	\$ _____

5.1.12 **OPTIONAL PRICING**
Labor rate for additional work as needed *\$ 45⁰⁰ per hour*

5.2 **TAX AMOUNT** Do not include any use tax or federal tax in your bid. The City is exempt from the payment of federal excise tax and will add use tax as applicable.

Tax % *8.3*

5.3 **DELIVERY** Contractor states that all items will be delivered 1 calendar days after receipt of order

5.4 **PROCUREMENT CARD ORDERING CAPABILITY** See Section 2. Please check appropriate box.

YES, I will accept payment under this contract with the Procurement Card

NO, I will not accept payment under this contract with the Procurement Card

5.5 **DISCOUNT/PAYMENT TERMS:** The City standard is 2% 20 days.

Comply YES NO

If your answer is NO, please state terms offered *Net 30*

COMPANY NAME: PROEM Party & Event Rentals, LLC

*5.1.10 - Unable to put a monetary figure to these events as no scope of supply was rendered.

**5.1.11 Unable to put monetary figure to the Delivery/Pickup fee as no equipment description is given. Therefore, we are unsure of CITY of trucks needed.

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5.6 ADDITIONAL DISCOUNTS OFFERED: Percent (%) discount offered for additional related services also provided by your company 0 %

5.7 EMERGENCY TWENTY-FOUR HOUR SERVICE CONTACT

Name Arisai Ramirez

Telephone Number 602 565 7481

Alternate Contact Melanie Hutchinsons

Telephone Number 602-763 8882

COMPANY NAME: EM Party + Event Rentals, LLC

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6.0

SUB-CONTRACTOR LIST

If any Bidder intends to sub-contract any portion of this contract, the Bidder must submit the Sub-contractor List which includes the name, address, license number (if applicable) of each Sub-contractor, including the extent of such sub-contracting, and include with the bid.

NAME: N/A LICENSE _____
ADDRESS _____
EXTENT OF WORK: _____

NAME: N/A LICENSE _____
ADDRESS _____
EXTENT OF WORK: _____

NAME: N/A LICENSE _____
ADDRESS: _____
EXTENT OF WORK: _____



Tent and Accessories
Rental
IFB - 14-11

Justin Owen
Executive Director
Phoenix Pride
3819 N 3rd Street #A10
Phoenix, AZ 85012
Phone (602) 277 7433
justin@phoenixpride.org

2013 marks the 12th year PROEM has successfully coordinated the Phoenix Pride Festival. Phoenix Pride celebrates and promotes the history, diversity and future prosperity of the Metropolitan Phoenix LGBTQ community. The organization was created as a non profit to educate and promote issues that affect the LGBTQ community in metro Phoenix. Over 30 years now, Phoenix Pride has celebrated and shown their leadership with an annual march, festival, and parade.

PROEM delivered all aspects and details to this year's festival to maintain the Pride Organization's happiness with our company. We have delivered 240 festival tents throughout the 75-acre park near downtown Phoenix and also served as the client interface to 150 vendors that participated in the event. With all of the hard work and dedication from our associates, we have been able to maintain another successful Phoenix Pride festival and maintain a positive relationship with Pride. PROEM looks forward to another triumphant Phoenix Pride in 2014 recommend.

John Bridger
Executive Director
Phoenix Thunderbirds/Waste Management Phoenix Open
7276 N 16th Street
Phoenix, AZ 85020
Phone (602) 216-7330
jbridger@wmphoenixopen.com

PROEM is proud to support the Thunderbirds and PGA Tour in hosting the Waste Management Phoenix Open, providing the Tournament's complete logistical support for this, the largest attended golf tournament in the world. In 2012 the WMPO set the record for single-day attendance with a crowd of over 173,000 spectators. Our partnership with the WMPO dates back almost 20 years during which time PROEM's turn-key services include:

Tents, tables, bars, flooring and staging, fencing, equipment, catering and foodservice equipment as well as all the furniture, decor and design concepts for the VIP and hospitality areas. Security, parking and traffic management (including all external way-finding and directional signage, as well as lot preparation), transportation coordination, fencing and barricades, tents, structures, tables and linens, chairs, flooring and custom furniture and decor for corporate sponsors like US Airways, Cox Communications and Xerox.

Larry Edmonds
Assistant Director of Operations
Scottsdale Cultural Council
7380 E Second Street
Scottsdale, AZ 85251
Phone (480) 874 4603
larrye@sccarts.org

PROEM has a long history with the Scottsdale Arts Festival and Scottsdale Culinary Festival from providing tents and equipment to bathrooms and security. The Scottsdale Culinary Festival draws more than 40,000 people making it America's longest running festival of its kind. The Scottsdale Arts Festival showcases 200 juried artists from the US and Canada. As one of the top arts festivals in the nation, PROEM has been an integral part of coordinating the event.

PROEM

PARTY & EVENT RENTALS

1450 E Grant Street
Phoenix, AZ 85034
480.507.0999
www.proem.org



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
6/17/2014

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER

IMPORTANT: If the certificate holder is an **ADDITIONAL INSURED**, the policy(ies) must be endorsed. If **SUBROGATION IS WAIVED**, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s)

PRODUCER Lovitt & Touche' Inc - Tempe 1050 West Washington St, #233 Tempe AZ 85281	CONTACT NAME Tina Harvey-Miehe
	PHONE (A/C, No, Ext) 602-385-7064 FAX (A/C, No) 602-956-2258 E-MAIL ADDRESS tharvey@lovitt-touche.com
INSURER(S) AFFORDING COVERAGE	
INSURER A :Scottsdale Indemnity Company	NAIC #
INSURER B Federal Insurance Company	20281
INSURER C Praetorian Insurance Company	
INSURER D	
INSURER E	
INSURER F	

COVERAGES **CERTIFICATE NUMBER:** 709464320 **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS

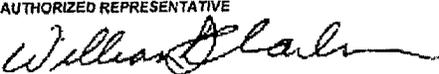
INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	GENERAL LIABILITY <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC	Y	Y	BCI0000880	6/21/2014	6/21/2015	EACH OCCURRENCE \$1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$100,000 MED EXP (Any one person) \$0 PERSONAL & ADV INJURY \$1,000,000 GENERAL AGGREGATE \$2,000,000 PRODUCTS - COMP/OP AGG \$2,000,000 Garagekeepers \$1,000,000
C	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> NON-OWNED AUTOS	Y	Y	PICCO0004098	6/21/2014	6/21/2015	COMBINED SINGLE LIMIT (Ea accident) \$1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
A	UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input checked="" type="checkbox"/> RETENTION \$0	Y		XLI0004976	6/21/2014	6/21/2015	EACH OCCURRENCE \$4,000,000 AGGREGATE \$4,000,000 \$ WC STATUTORY LIMITS OTH ER
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes describe under DESCRIPTION OF OPERATIONS below		Y/N	N/A			E L EACH ACCIDENT \$ E L DISEASE - EA EMPLOYEE \$ E L DISEASE - POLICY LIMIT \$
B A	Leased/Rented Equipment Security Guard E&O			35987989 BCI0000880	6/21/2014 6/21/2014	6/21/2015 6/21/2015	Limit 1,000,000 Deductible 1,000 Occurrence 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)

Certificate holder and owner (if applicable) are additional insureds as respects general liability, automobile liability, and excess liability if required in a written contract. Waiver of Subrogation applies to the general liability and automobile liability if required in a written agreement. The general liability insurance is primary and non-contributory if required by written agreement. Per Forms CG 2033 04/13, CG 2404 05/09, CG 2034 04/13, CG 2011 04/13, CG 2001

CERTIFICATE HOLDER

CANCELLATION

City of Glendale Materials Management 5850 West Glendale Avenue Suite 317 Glendale AZ 85301	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE 
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