

**Worcester County Administration
1 West Market Street, Room 1103
Snow Hill, Maryland 21863**



INVITATION FOR BID

PROJECT: Sale of Synthetic Ice Rink and Accessories

DEPARTMENT: Recreation and Parks

VENDOR:

NAME: _____

ADDRESS: _____

BID OPENING:

DATE: Tuesday, March 28, 2023

TIME: 2:30 PM

TABLE OF CONTENTS

SECTION I: INTRODUCTION3

- A. **PURPOSE3**
- B. **CLARIFICATION OF TERMS.....3**
- C. **QUESTIONS AND INQUIRES3**
- D. **FILLING OUT BID DOCUMENTS.....3**
- E. **SUBMISSION OF BID DOCUMENTS.....3**
- F. **OPENING OF BIDS.....4**
- G. **ACCEPTANCE OR REJECTION OF BIDS4**
- H. **NOTICE TO VENDORS5**

SECTION II: BID SPECIFICATIONS6

- A. **SCOPE.....6**
- B. **EQUIPMENT LIST6**
- C. **SUMMARY.....6**
- D. **INDEMNIFICATION.....6**
- E. **ATTACHMENTS.....6**
- F. **PAYMENT.....6**
- G. **QUESTIONS.....6**
- H. **AWARD6**

FORM OF BID8

EXCEPTIONS9

EXHIBIT A10

SECTION I: INTRODUCTION

A. PURPOSE

1. The purpose of this Invitation for Bid Document is for Worcester County (“County”) to sell and have removed a synthetic ice rink and all accessories listed below in conformity with the requirements contained herein (“Bid Document(s”).

B. CLARIFICATION OF TERMS

1. Firms or individuals that submit a bid for purchase of these items are referred to as vendors (“Vendors”) in this document. The Vendor that is awarded the sale is herein referred to as the (“Successful Vendor”).

C. QUESTIONS AND INQUIRES

1. Questions must be addressed in writing to the Worcester County Procurement Officer at nrice@co.worcester.md.us.
2. Addenda are posted on the County website at <https://www.co.worcester.md.us/> under County Info: Bid Board: at <https://www.co.worcester.md.us/commissioners/bids> at least five calendar days before bid opening.

D. FILLING OUT BID DOCUMENTS

1. Use only forms supplied by the County.
2. One unbound original and two bound copies of the bid form and any required attachments must be submitted in the solicitation and can be submitted in the same envelope unless otherwise instructed.
3. Where so indicated by the make-up of the Bid Documents, sums will be expressed in both words and figures, and in the case of a discrepancy between the two, the amount written in words will govern. In the event there is a discrepancy between the unit price and the extended totals, the unit prices will govern.
4. Any interlineation, alteration, or erasure will be initialed by the signer of the Bid Documents.
5. Each copy of the Bid Documents will be signed by the person(s) legally authorized to bind the Vendor to a contract, using the legal name of the signer. Bid Documents submitted by an agent will have a current Power of Attorney attached certifying the agent’s authority to bind the Vendor.
6. Vendor will supply all information and submittals required by the Bid Documents to constitute a proper and responsible completed Bid Document package.
7. Any ambiguity in the Bid Documents as a result of omission, error, lack of clarity or non-compliance by the Vendor with specifications, instructions, and/or all conditions of bidding will be construed in the light most favorable to the County.

E. SUBMISSION OF BID DOCUMENTS

1. All copies of the Bid Documents and any other documents required to be submitted with the Bid Documents will be enclosed in a sealed envelope. The envelope will be addressed to the Worcester County Commissioners and will be identified with the project name: **SALE OF SYNTHETIC ICE RINK** and the Vendor’s name and address. If the Bid Documents are sent by mail, the sealed envelope will be enclosed in a separate mailing envelope with the notation “SEALED BID DOCUMENTS ENCLOSED” on the face thereof.
2. Bids must be mailed or hand carried to the **Worcester County Administration Office, 1 West Market Street, Room 1103, Snow Hill, MD 21863**, in order to be received **prior** to the

announced bid deadline. *Bids received after said time or delivered to the wrong location will be returned to the Vendor unopened.*

3. **Bids are due and will be opened at the time listed on the front of this Bid Document.**

4. If you are delivering a bid in person please keep in mind to allow time to get through security and into the Administration Office. It is fully the responsibility of the Vendor to ensure that the bid is received on time.
5. The County will not speculate as to reasonableness of the postmark, nor comment on the apparent failure of a public carrier to have made prompt delivery of the bid.
6. Vendors, or their authorized agents, are expected to fully inform themselves as to the conditions, requirements, and specifications before submitting Bid Documents; failure to do so will be at the Vendor's own risk.
7. Minority vendors are encouraged to participate.
8. All Vendor submitted Bid Documents will be valid for a minimum of sixty days from the date of Bid Document opening.
9. Electronically mailed bids are **not** considered sealed bids and will **not** be accepted.

F. OPENING OF BIDS

1. Bid Documents received on time will be opened publicly and Vendor's names and total costs will be read aloud for the record.
2. The Contract will be awarded or all Bid Documents will be rejected within sixty days from the date of the Bid Document opening.

G. ACCEPTANCE OR REJECTION OF BIDS

1. Unless otherwise specified, the Contract will be awarded to the most responsible and responsive Vendor complying with the provisions of the Bid Documents, provided the bid does not exceed the funds available, and it is in the best interest of the County to accept it. The County reserves the right to reject the Bid Documents of any Vendor who has previously failed to perform properly in any way or complete on time contracts of a similar nature; or a Bid Document from a Vendor who, investigation shows, is not in a position to perform the Contract; or Bid Documents from any person, firm, or corporation which is in arrears or in default to the County for any debt or contract.
2. Completed Bid Documents from Vendors debarred from doing business with the State of Maryland or the Federal Government will not be accepted.
3. In determining a Vendor's responsibility, the County may consider the following qualifications, in addition to price:
 - a. Ability, capacity, and skill to provide the commodities or services required within the specified time, including future maintenance and service, and including current financial statement or other evidence of pecuniary resources and necessary facilities.
 - b. Character, integrity, reputation, experience and efficiency.
 - c. Quality of past performance on previous or existing contracts, including a list of current and past contracts and other evidence of performance ability.
 - d. Previous and existing compliance with laws and ordinances relating to contracts with the County and to the Vendor's employment practices.
 - e. Evidence of adequate insurance to comply with Contract terms and conditions.
 - f. Statement of current work load and capacity to perform/provide the Goods and/or Services.

- g. Explanation of methods to be used in fulfilling the Contract.
 - h. The Vendor, if requested, will be prepared to supply evidence of its qualifications, listed above, and its capacity to provide/perform the Goods and/or Services; such evidence to be supplied within a specified time and to the satisfaction of the County.
4. In determining a Vendor's responsiveness, the County will consider whether the Bid Document conforms in all material respects to the Bid Documents. The County reserves the right to waive any irregularities that may be in its best interest to do so.
 5. The County will have the right to reject any and all Bid Documents, where applicable to accept in whole or in part, to add or delete quantities, to waive any informalities or irregularities in the Bid Document received, to reject a Bid Document not accompanied by required Bid security or other data required by the Bid Documents, and to accept or reject any Bid Document which deviates from specifications when in the best interest of the County. Irrespective of any of the foregoing, the County will have the right to award the Contract in its own best interests.

H. NOTICE TO VENDORS

1. Before a Vendor submits the Bid Documents it will need to become fully informed as to the extent and character of the Goods and/or Services required and are expected to completely familiarize themselves with the requirements of this Bid Document's specifications. Failure to do so will not relieve the Vendor of the responsibility to fully perform in accordance therewith. No consideration will be granted for any alleged misunderstanding of the material to be furnished or the Services to be performed, it being understood that the submission of a Bid Document is an agreement with all of the items and conditions referred to herein.

END OF SECTION

SECTION II: BID SPECIFICATIONS

A. SCOPE

1. The County is seeking bids for the sale of a Glice synthetic Ice Rink including the accessories listed below in accordance with the terms and conditions and specifications set forth in this solicitation.

B. EQUIPMENT LIST

1. One (1) Glice Rink
 - a. 1,633 square feet (52' x 32')
 - b. Eighty (80) Glice panels (.8" / 20mm)
2. Twenty-six (26) Glice Dasher Wall System
3. Eighty (80) pairs of skates / with 2 racks
4. One (1) cleaning machine
5. One (1) skate sharpener
6. All associated materials (bolts, pegs and felt for underneath) included

C. SUMMARY

1. The selected bidder will be responsible for pick-up and removal of all equipment listed in the bid documents.
2. Worcester County will not be responsible for training the selected bidder on how to setup and take down the Glice Rink.
 - a. Training information can be obtained from the manufacturer.
3. All items will be sold in "as is" condition with no warranty expressed or implied.
4. Please provide a narrative on how the ice rink is planned to be used for the Commissioner's consideration along with your bid amount.

D. INDEMNIFICATION

1. The selected bidder shall be solely responsible for any loss, claims or damages arising out of the removal or transportation of property from the sale site or the use of the same thereafter. The purchaser further agrees to indemnify and hold harmless Worcester County against any and all losses, claims or damages arising from the removal or transport of any property, or any other actions arising out of this transaction.

E. ATTACHMENTS

1. Glice Product Catalog 2020
2. Glice Operating Procedures
3. Glice Rink Operating Basics
4. Glice Rink Specifications

F. PAYMENT

1. The selected bidder will be notified and be required to submit a bank check, made payable to Worcester County, Maryland, for payment of any balance due. Cash will be accepted. Such payment must be delivered, to a location to be directed, where it will be accepted by a County official. When payment has been received the County official will authorize the release of the purchased property. Full payment must be made prior to the removal of any property.

G. QUESTIONS

1. The last day for questions is listed under Section I, Subsection C.2.

H. AWARD

1. The County reserves the right to accept or reject any or all bids in total or in part and to waive informalities and irregularities, as it may deem to be in the City's best interest..

END OF SECTION

**THIS AND PREVIOUS SECTIONS, OTHER THAN THE COVER PAGE, DO NOT NEED TO BE
RETURNED WITH SUBMITTAL**

FORM OF BID

To whom it may concern:

We hereby submit our Bid Documents for "SALE OF SYNTHETIC GLICE RINK" as indicated in the Bid Documents. Having carefully examined the Bid Documents and having received clarification on all items of conflict or upon which any doubt arose, the undersigned hereby requests consideration of our Vendor for award of the referenced Bid.

ITEM	DESCRIPTION	TOTAL BID AMOUNT
1	Glice Rink along with all accessories listed under the Bid Specifications above	

NARRATIVE ON PLANNED USE OF THE ICE RINK TO BE PROVIDED BELOW

The Vendor agrees that their bid will be good for at least sixty days unless otherwise indicated in the bid specifications.

Note: This bid form must be signed by an officer of your company or an authorized agent for this bid to be considered valid by the county.

Sign for Identification

Printed Name

Title

Email

EXCEPTIONS

The undersigned hereby certifies that, except as listed below, or on separate sheets attached hereto, the enclosed Completed Bid Document covers all items as specified.

EXCEPTIONS:

(If none, write none) _____

How did you hear about this solicitation?

- Worcester County's Website
- eMaryland Marketplace Advantage (eMMA)
- Newspaper Advertisement
- Direct email
- Other _____

The vendor hereby acknowledges receipt of the following addenda.

<u>Number</u>	<u>Date</u>	<u>Initials</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

Sign for Identification

Printed Name

EXHIBIT A

WORCESTER COUNTY MARYLAND STANDARD TERMS AND CONDITIONS

The provisions below are applicable to all Worcester County (“County”) contracts. These provisions are not a complete agreement. These provisions must be attached to an executed document that identifies the work to be performed, compensation, term, incorporated attachments, and any special conditions (“Contract”). If the Standard Terms and any other part of the Contract conflict, then the Standard Terms will prevail.

1. **Amendment.** Amendments to the Contract must be in writing and signed by the parties.
2. **Bankruptcy.** If a bankruptcy proceeding by or against the Contractor is filed, then:
 - a. The Contractor must notify the County immediately; and
 - b. The County may cancel the Contract or affirm the Contract and hold the Contractor responsible for damages.
3. **Compliance with Law.** Contractor must comply with all applicable federal, state, and local law. Contractor is qualified to do business in the State of Maryland. Contractor must obtain, at its expense, all licenses, permits, insurance, and governmental approvals needed to perform its obligations under the Contract.
4. **Contingent Fee Prohibition.** The Contractor has not directed anyone, other than its employee or agent, to solicit the Contract and it has not promised to pay anyone a commission, percentage, brokerage fee, contingent fee, or other consideration contingent on the making of the Contract.
5. **Counterparts and Signature.** The Contract may be executed in several counterparts, each of which may be an original and all of which will be the same instrument. The Contract may be signed in writing or by electronic signature, including by email. An electronic signature, a facsimile copy, or computer image of the Contract will have the same effect as an original signed copy.
6. **Exclusive Jurisdiction.** All legal proceedings related to this Contract must be exclusively filed, tried, and maintained in either the District Court of Maryland for Worcester County, Maryland or the Circuit Court of Worcester County, Maryland. The parties expressly waive any right to remove the matter to any other state or federal venue and waive any right to a jury trial.
7. **Force Majeure.** The parties are not responsible for delay or default caused by fire, riot, acts of God, County-declaration-of-emergency, or war beyond their reasonable control. The parties must make all reasonable efforts to eliminate a cause of delay or default and must, upon cessation, diligently pursue their obligations under the Contract.
8. **Governing Law.** The Contract is governed by the laws of Maryland and the County.
9. **Indemnification.** The Contractor must indemnify the County and its agents from all liability, penalties, costs, damages, or claims (including attorney’s fees) resulting from personal injury, death, or damage to property that arises from or is connected to the performance of the work or failure to perform its obligations under the Contract. All indemnification provisions will survive the expiration or termination of the Contract.

10. Independent Contractor.

- a. Contractor is an “Independent Contractor”, not an employee. Although the County may determine the delivery schedule for the work and evaluate the quality of the work, the County will not control the means or manner of the Contractor’s performance.
- b. Contractor is responsible for all applicable taxes on any compensation paid under the Contract. Contractor is not eligible for any federal Social Security, unemployment insurance, or workers’ compensation benefits under the Contract.
- c. Contractor must immediately provide the County notice of any claim made against Contractor by any third party.

11. Insurance Requirements.

- a. Contractor must have Commercial General Liability Insurance in the amounts listed below. The insurance must include coverage for personal injury, discrimination, and civil rights violation claims. All insurance must name County, its employees, and agents as “ADDITIONAL INSURED”. A copy of the certificate of insurance must be filed with the County before the Contract is executed, providing coverage in the amount of \$1,000,000 per occurrence, \$2,000,000 general aggregate, and \$500,000 for property damage.
- b. Contractor must have automobile insurance on all vehicles used in the Contract to protect Contractor against claims for damages resulting from bodily injury, including wrongful death, and property damage that may arise from the operations in connection with the Contract. All insurance must name County, its employees, and agents as “ADDITIONAL INSURED”.
- c. Contractor must provide the County with a certification of Workers’ Compensation Insurance, with employer’s liability in the minimum amount required by Maryland law in effect for each year of the Contract.
- d. All insurance policies must have a minimum 30 days’ notice of cancellation. The County must be notified immediately upon cancellation.
- e. When insurance coverage is renewed, Contractor must provide new certificates of insurance prior to expiration of current policies.

12. Nondiscrimination. Contractor must not discriminate against any worker, employee, or applicant because of religion, race, sex, age, sexual orientation, physical or mental disability, or perceived disability. This provision must be incorporated in all subcontracts related to the Contract.

13. Ownership of Documents; Intellectual Property.

- a. All documents prepared under the Contract must be available to the County upon request and will become the exclusive property of the County upon termination or completion of the services. The County may use the documents without restriction or without additional compensation to the Contractor. The County will be the owner of the documents for the purposes of copyright, patent, or trademark registration.
- b. If the Contractor obtains, uses, or subcontracts for any intellectual property, then it must provide an assignment to the County of ownership or use of the property.
- c. The Contractor must indemnify the County from all claims of infringement related to

the use of any patented design, device, materials, or process, or any trademark or copyright, and must indemnify the County, its officers, agents, and employees with respect to any claim, action, costs, or infringement, for royalties or user fees, arising out of purchase or use of materials, construction, supplies, equipment, or services covered by the Contract.

14. **Payments.** Payments to the Contractor under the Contract will be within 30 days of the County's receipt of a proper invoice from the Contractor. If an invoice remains unpaid 45 days after the invoice was received, interest will accrue at 6% per year.
15. **Records.** Contractor must maintain fiscal records relating to the Contract in accordance with generally accepted accounting principles. All other relevant records must be retained by Contractor and kept accessible for at least three years after final payment, termination of the Contract, or until the conclusion of any audit, controversy, or litigation related to the Contract. All subcontracts must comply with these provisions. County may access all records of the Contractor related to the Contract.
16. **Remedies.**
 - a. **Corrections of errors and omissions.** Contractor must perform work necessary to correct errors and omissions in the services required under the Contract, without undue delays and cost to the County. The County's acceptance will not relieve the Contractor of the responsibility of subsequent corrections of errors.
 - b. **Set-off.** The County may deduct from any amounts payable to the Contractor any back-charges, penalties, or damages sustained by the County, its agents, or employees caused by Contractor's breach. Contractor will not be relieved of liability for any costs caused by a failure to satisfactorily perform the services.
 - c. **Cumulative.** These remedies are cumulative and without waiver of any others.
17. **Responsibility of Contractor.**
 - a. The Contractor must perform the services with the standard of care, skill, and diligence normally provided by a Contractor in the performance of services similar the services.
 - b. Notwithstanding any review, approval, acceptance, or payment for the services by the County, the Contractor will be responsible for the accuracy of any work, design, drawings, specifications, and materials furnished by the Contractor under the Contract.
 - c. If the Contractor fails to conform with subparagraph (a) above, then it must, if required by the County, perform at its own expense any service necessary for the correction of any deficiencies or damages resulting from the Contractor's failure. This obligation is in addition to any other remedy available to the County.
18. **Severability/Waiver.** If a court finds any term of the Contract to be invalid, the validity of the remaining terms will not be affected. The failure of either party to enforce any term of the Contract is not a waiver by that party.
19. **Subcontracting or Assignment.** The Contractor may not subcontract or assign any part of the Contract without the prior written consent of the County. The County may withhold consent for any reason the County deems appropriate.

20. **Termination.** If the Contractor violates any provision of the Contract, the County may terminate the Contract by written notice. All finished or unfinished work provided by the Contractor will, at the County's option, become the County's property. The County will pay the Contractor fair compensation for satisfactory performance that occurred before termination less the amount of damages caused by the Contractor's breach. If the damages are more than the compensation payable to the Contractor, the Contractor will remain liable after termination and the County can affirmatively collect damages.
21. **Termination of Contract for Convenience.** Upon written notice, the County may terminate the Contract when the County determines termination is in the County's best interest. Termination for convenience is effective on the date specified in the County's written notice. The County will pay for reasonable costs allocable to the Contract for costs incurred by the Contractor up to the date of termination. But the Contractor will not be reimbursed for any anticipatory profits that have not been earned before termination.
22. **Termination of Multi-year Contract.** If funds are not available for any fiscal period of the Contract after the first fiscal period, then the Contract will be terminated automatically as of the beginning of unfunded fiscal period. Termination will discharge the Contractor and the County from future performance of the Contract, but not from their rights and obligations existing at the time of termination.
23. **Third Party Beneficiaries.** The County and Contractor are the only parties to the Contract and are the only parties entitled to enforce its terms. Nothing in the Contract gives any benefit or right to third persons unless individually identified by name and expressly described as intended beneficiaries of the Contract.
24. **Use of County Facilities.** Contractor may only County facilities that are needed to perform the Contract. County has no responsibility for the loss or damage to Contractor's personal property which may be stored on County property.
25. **Whole Contract.** The Contract, the Standard Terms, and attachments are the complete agreement between the parties and supersede all earlier agreements, proposals, or other communications between the parties relating to the subject matter of the Contract.











Glice 













Product Catalog 2019

Glice Product Overview

The ultimate Glice Package for your success. We pay attention to detail. Just as much as we care for the perfect skating experience on our Glice premium synthetic ice, we care about each single detail from the most comfortable skates to the most efficient cleaning system.

-  **Glice Premium Eco-Ice**
-  **Dasher Board Systems**
-  **Public Protection**
-  **Cleaning Systems**
-  **Skate Sharpener**
-  **Skates**
-  **Shelf**
-  **Pallet Box**
-  **Hockey Lines**
-  **Protection Tarp**

-  **Glice Curling Lane**
-  **Glice Eisstock Lane**
-  **Glice Slapshot Station**
-  **Glice Bob Slide**
-  **Skating Aid**
-  **Hockey Goals**
-  **Rubber Floor**
-  **Power Washer**
-  **Glice Care Solution**
-  **Glice Supervisor**

Glice Premium Eco-Ice Panel

Auto-lubricant, UV protection and ultra-glide technology thanks to the scientifically developed Glice formula



Glice Leisure Dasher Board System

Highly resistant material, state-of-the-art design, modular system for quick and easy installation



Standard curve dasher board



Radius 38.19

Mini dasher board
700 mm, 16 kg/module
2.3', 35 lb/module

1000 mm, 20 kg/module
3.3', 44 lb/module

Highly resistant compact polycarbonate on front and back side

Long fixation hinge for increased stability

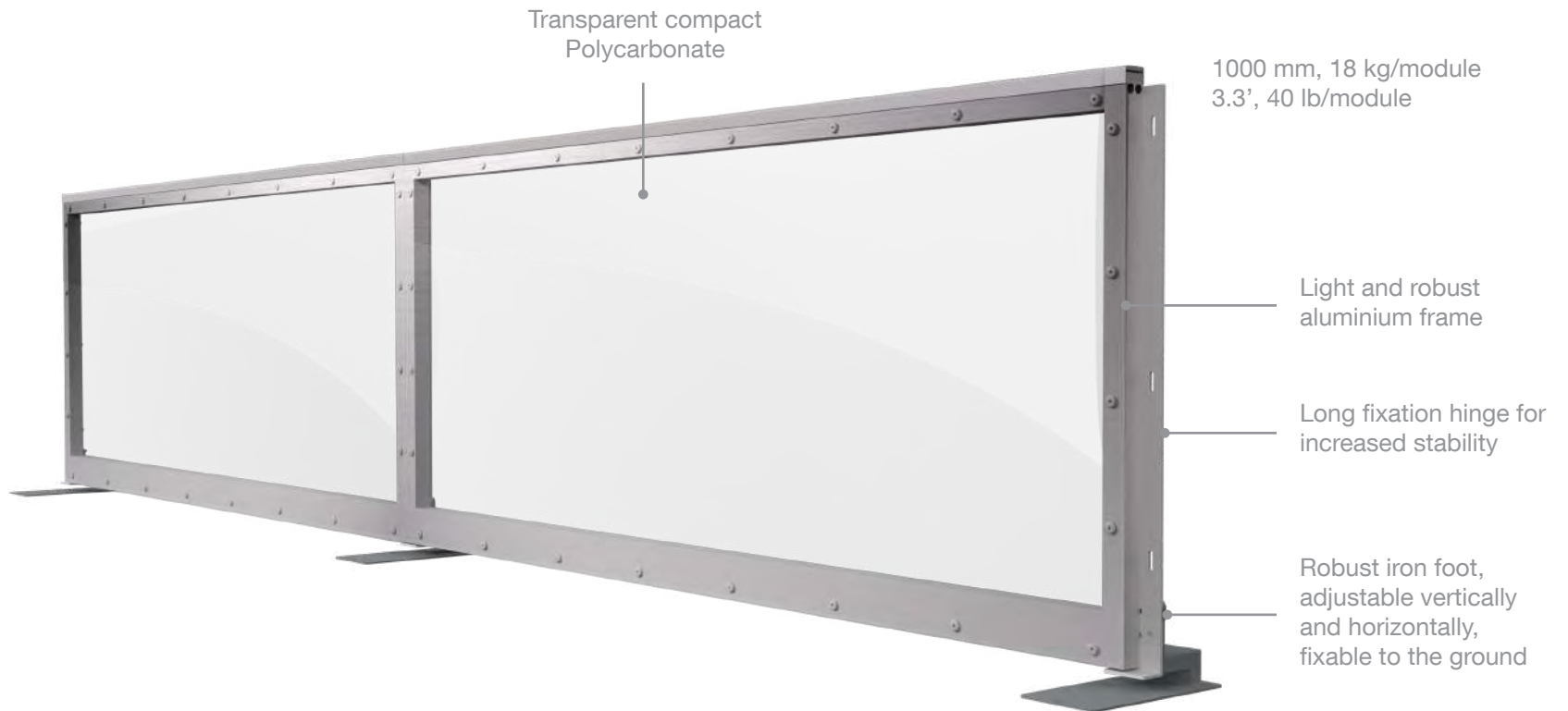
Light and robust aluminium frame

Kick-plate reinforced for impacts

Robust iron foot, adjustable vertically and horizontally, fixable to the ground

Glice transparent Dasher Board System

Highly resistant material, state-of-the-art design, modular system for quick and easy installation. Also available as mini version (700 mm, 14 kg/module - 2.3', 31 lb/module)



Glice Wooden Dasher Board System

Highly resistant material, state-of-the-art design, modular system for quick and easy installation



Glice Service Door

Wide access gate, solid, easy and quick to open and close



Glice Corner Flags

Brand your Glice Rink! Package comes with 4 fixtures and 4 flags. Fixture adaptable to 2017 generation Glice leisure dasher boards.



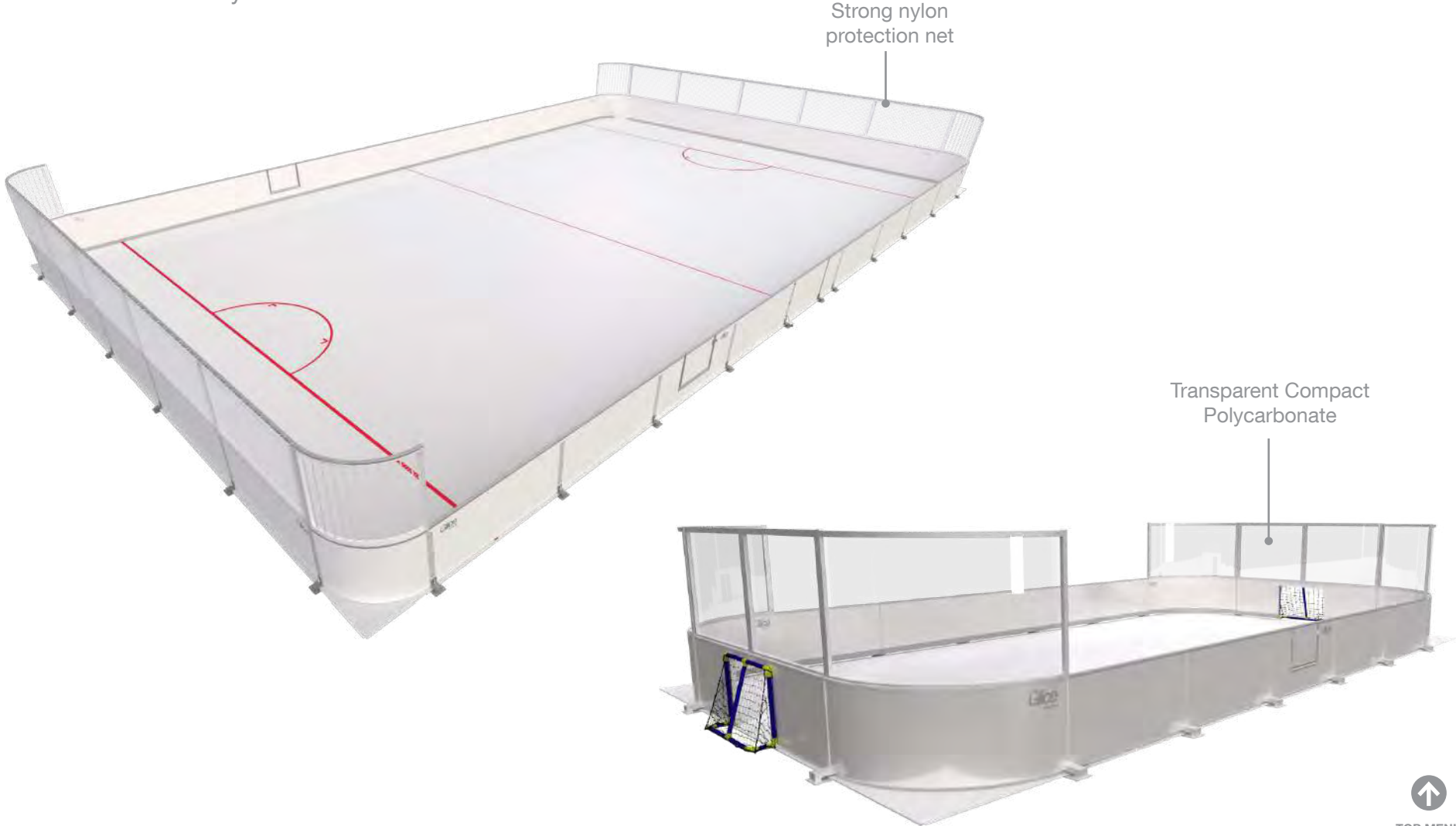
Glice Hockey Dasherboard System

Official International Ice Hockey Federation standard boards for professional use, unbreakable quality for the toughest games



Public Protection Options

Ideal for Glisce Hockey Rinks



Glice Rink Cleaning System

High-performance and easy-to-use cleaning system, includes floor scrubbing machine and vacuum cleaner. Floor scrubbing machine has three integrated functions: brushing, watering and vacuuming.



Glice Skate Sharpener

Sharpening made easy. Press one button and go!

Robust and compact to carry

Grinding maintains the blade profile



Includes
1 spare grinding wheel
1 Fork hone
1 Fine hone

Special grinding wheel
(coarse grit) for longer
lasting results

Weight: 14 kg / 31 lb

320 mm / 12.59"

700 mm / 27.6"

Glice Skate

Extended performance, less sharpening, high-comfort and quick to put on. Designed and produced in the EU.



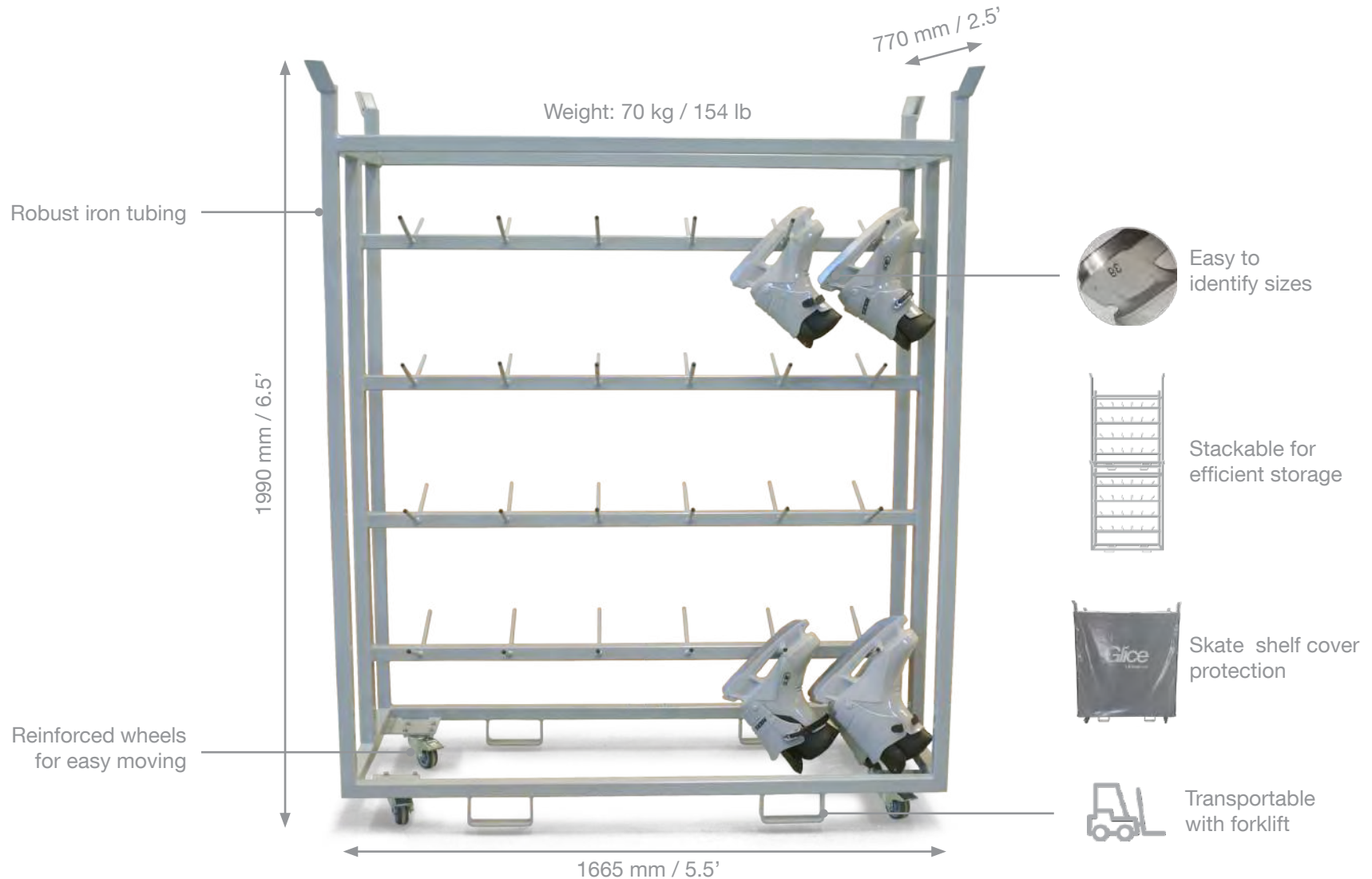
Bauer Skate

Rental skate made by Bauer. For advanced and pro skaters. Designed and produced in the EU.



Glice Skate Shelf

Smart design, high stability, fits 48 pairs of skates



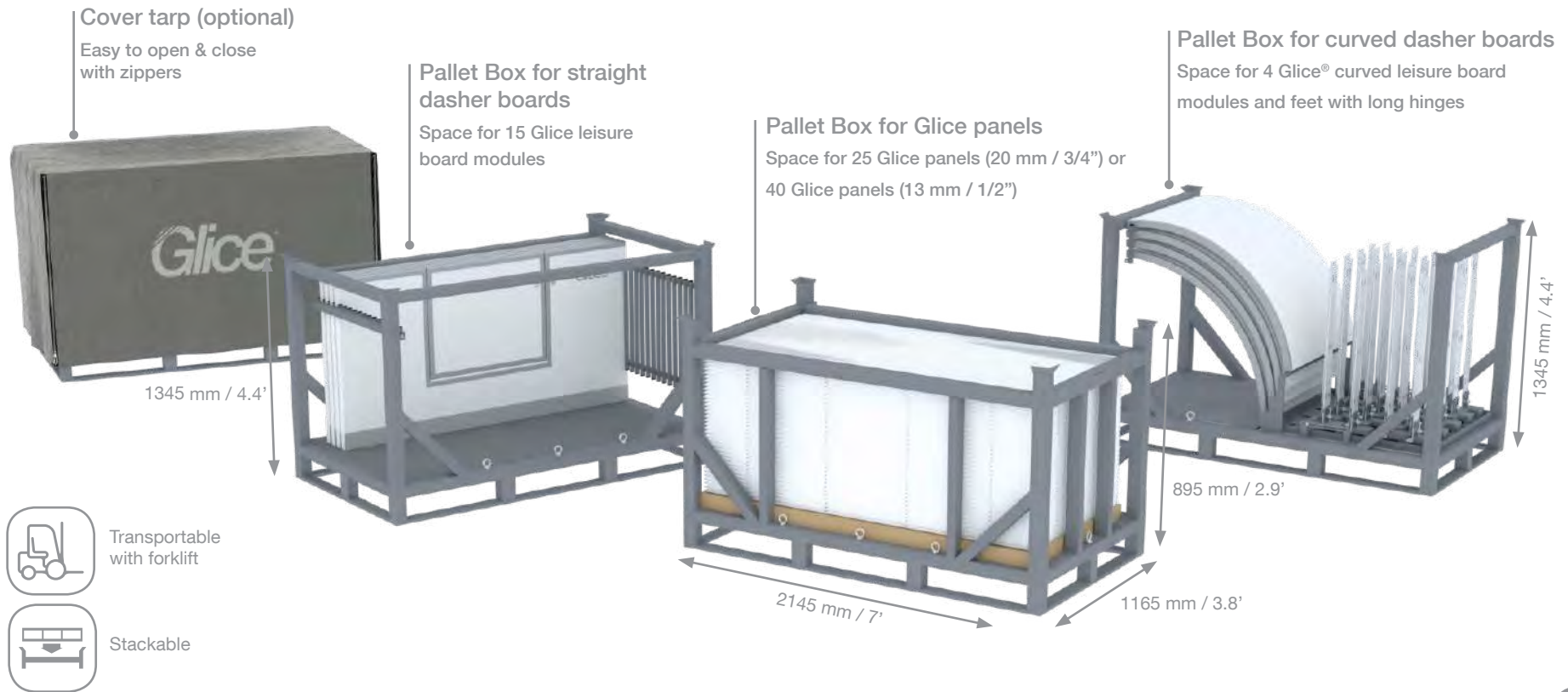
Glice Multicounter

Desk, skate shelf and transportation box on wheels – all in one! Fits 33 pairs of skates.



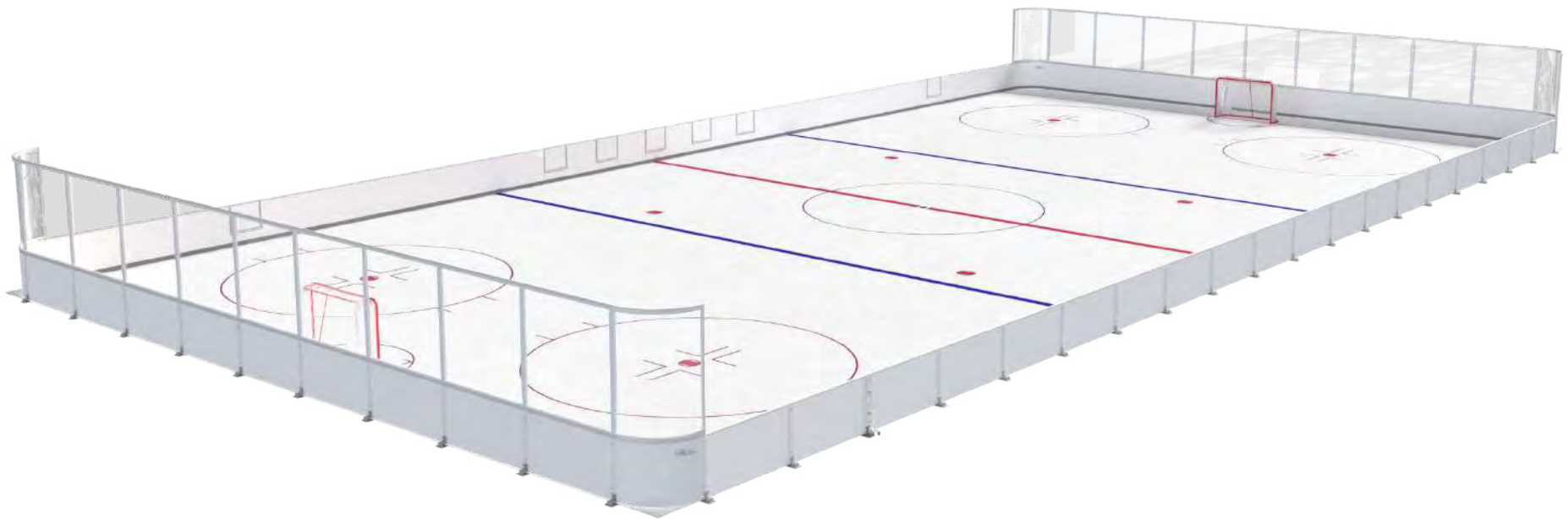
Glice Pallet Box

Three different modules for packing Glice panels, straight dasher boards and curved dasher boards. Highly protective iron structure. Easily stackable for transport & storage.



Glice integrated Hockey Lines

Embedded hockey crease lines in Glice surface never wear out during entire lifetime of product.



Glice Protection Tarp

Less cleaning and maintenance of your Glice Rink and longer lasting use



Rain & snow



Wind & dust



100% UV block



Light and easy to transport
(0.17 kg/m²) (0.04 lb/sqft)

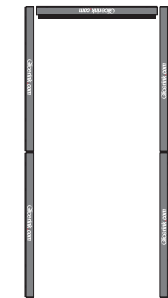
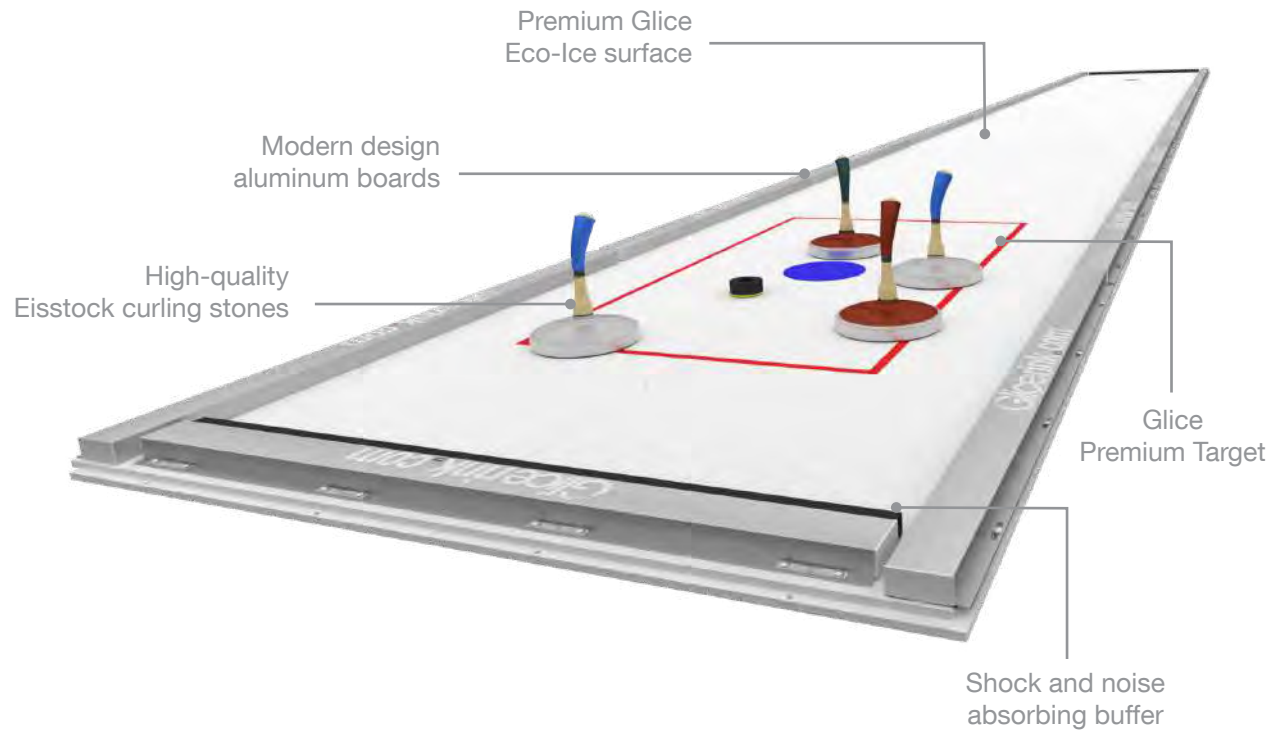
Glice Curling Lane

Perfectly simulates the real Curling game

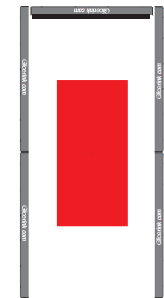


Glice Eisstock Lane

Carefully designed Eisstock lane packages. Three options: Glice White Target, Glice Red Target or Glice Premium Target



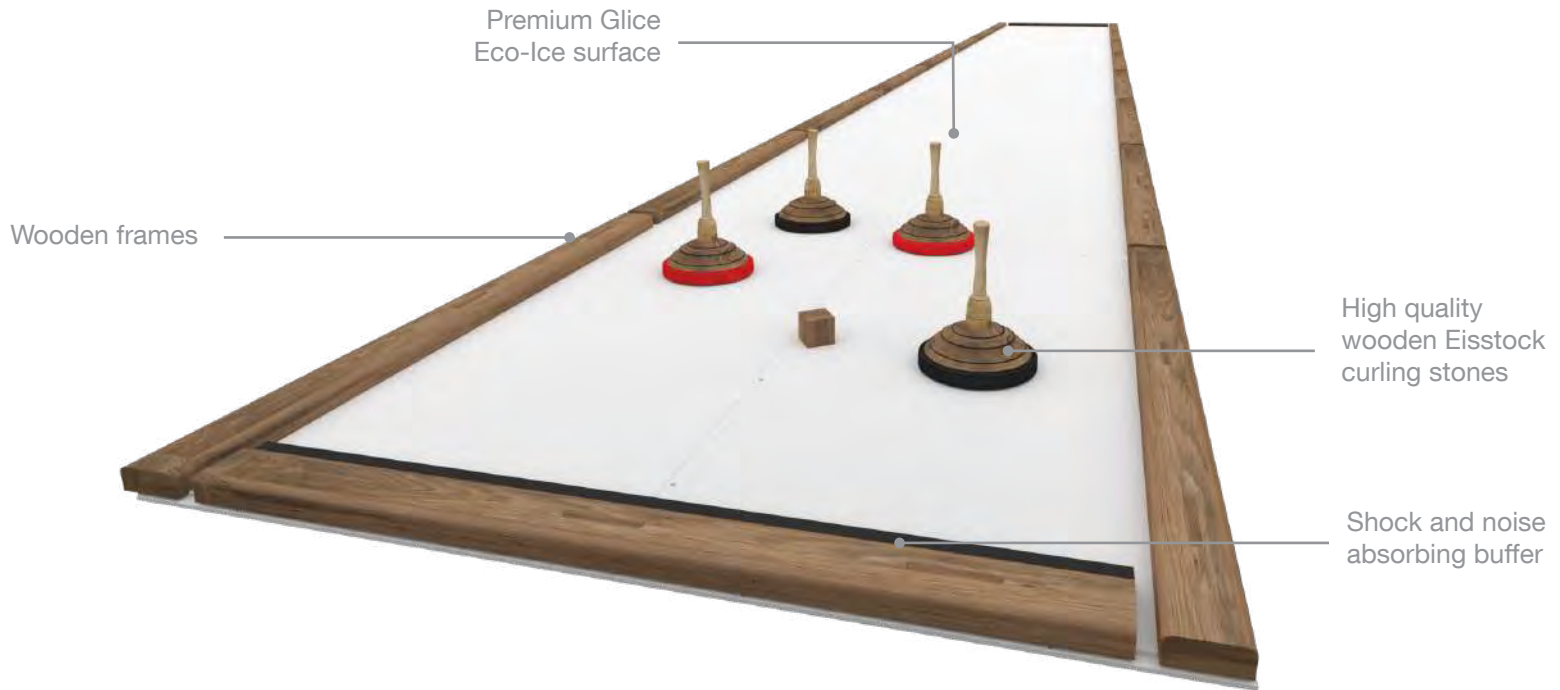
Glice White Target



Glice Red Target

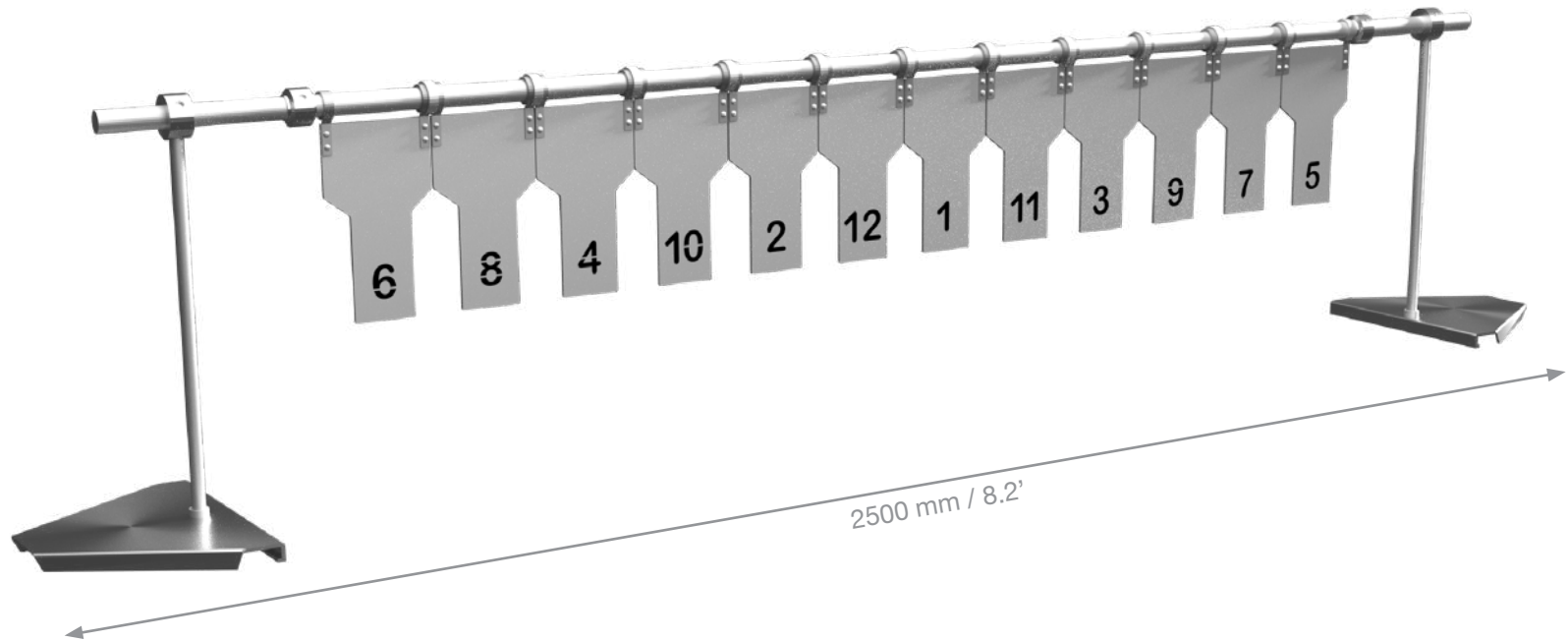
Glice Alpine Eisstock Lane

Wooden frames and wooden Eisstock stones for an authentic and rustic atmosphere at your venue



Lattl Game

Lattlgestell for another fun variation of Eisstock. The numbers on the plates represent the points you score when a curling stone hits them. 12 individual plates / adaptable (you can take out plates)



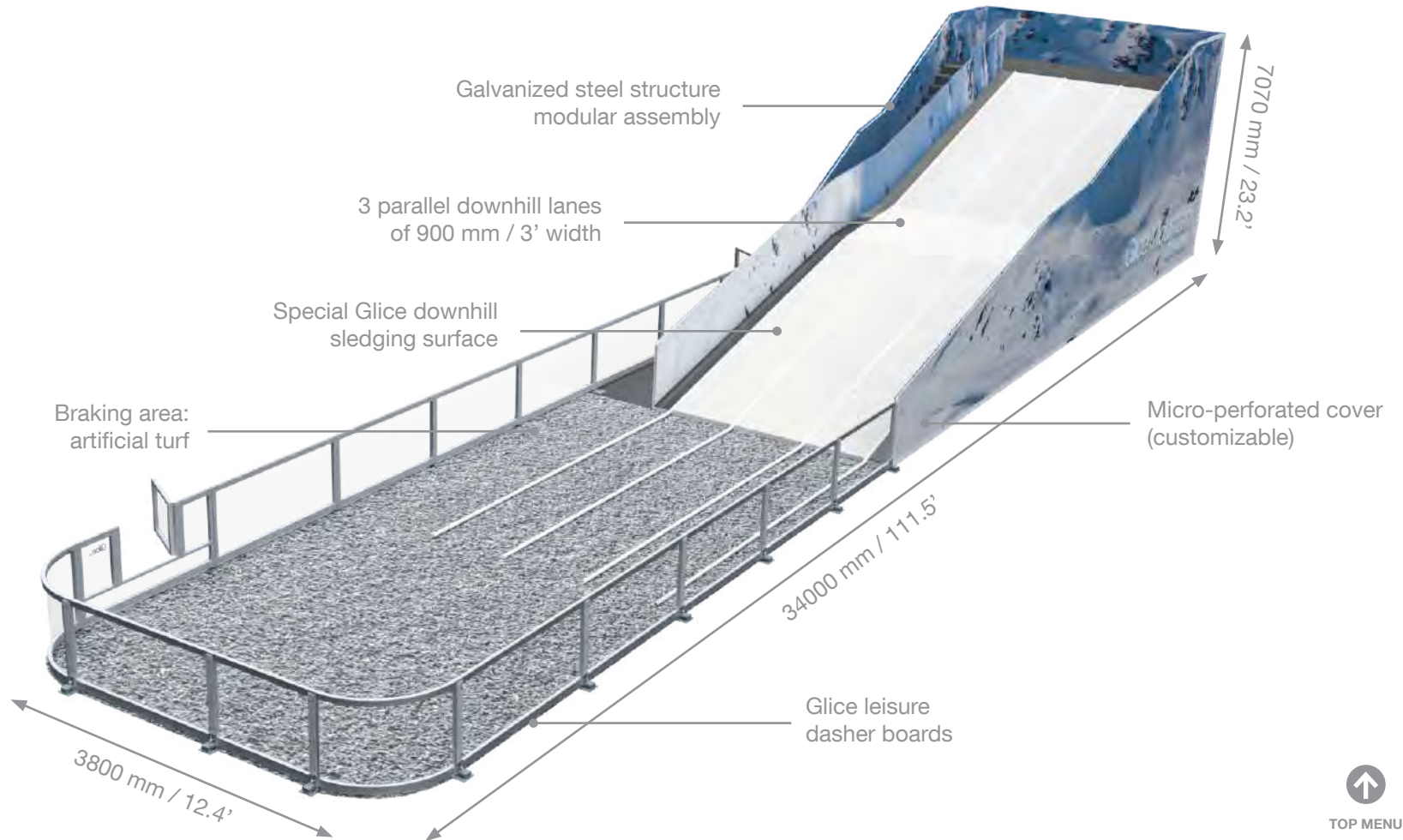
Glice Slapshot Station™

State-of-the-art hockey shooting station with integrated puck speed measure. Available as standard 3x6 m (9.8'x19.6') and light version 3x4 m (9.8'x13').



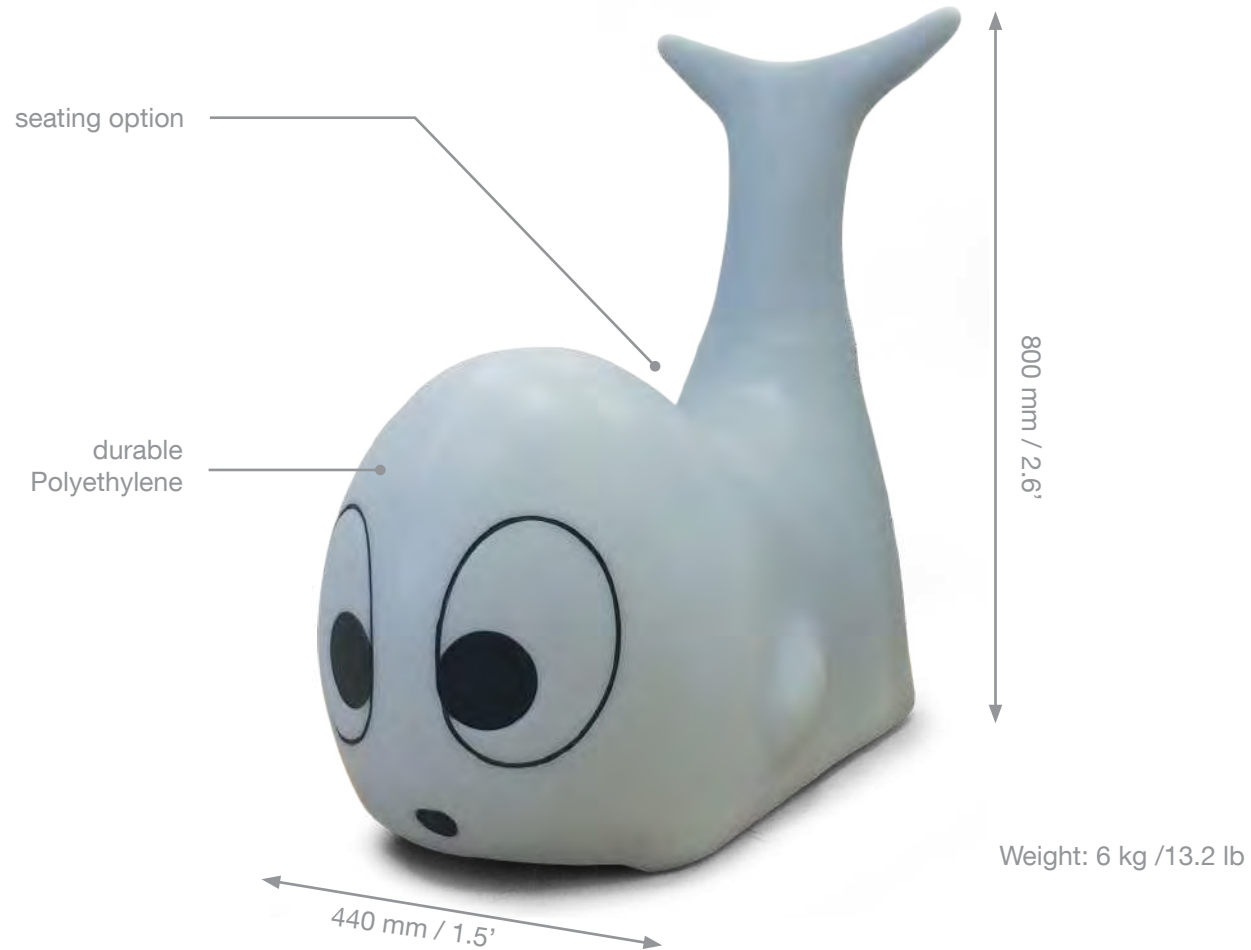
Glice Bob Slide

Great excitement and fun! Emphasis on safety with EU certification. 30 bob sledges included. Installation: 2 Glice supervisors for 2 days + 4 local external workers.



Glice Skating Aid

Your whale friend will help the little ones to learn and enjoy ice skating.



Glice Hockey Goals

High-grade materials for heavy duty usage. Standard hockey goal measures: 1830 x 1220 mm / 6' x 4' Alternative option: Mini Hockey Goals integrated in dasher boards



Professional Hockey Goal
High-stability stainless steel
tubing



Leisure Goal
Iron structure

Glice Eisstock and Curling Stones

Premium Eisstock stones for juniors and adults, available in different colors

Junior Eisstock Stone
1.5 kg / 3.3 lb
incl. stake (target ring)



Wooden Eisstock Stone



Hobby Eisstock Stone
3.7 kg / 8.1 lb

Comfortable
leather strap



Round stake
(target ring)

Stainless steel body

Summer Glide Plate

Glice Hobby Curling Stones
1 kg / 2.20 lb



Glice Rubber Floor

Protect your skates' blades and the floor! Durable, made of recycled and environmentally friendly rubber.

Easy to place and transportable
roll of 12 x 1.25 m / 39.3' x 4.1'



Weight: 82 kg / 181 lb

Glice Power Washer

Powerful tool for deep cleaning. Makes your Glice surface look fully new again!



Glice Care Solution

Maintenance liquid to protect your Glice® Eco-Ice surface and guarantee its long lifespan.



Glice Supervisor

Rink set up and training package

Services we offer:

- ✓ Supervision of installation and maintenance training*
- ✓ Supervision of disassembly and transport preparations
- ✓ Rink operation training and supervision**
- ✓ Season set up – onsite revision and maintenance training repetition**

* according to the availability of our staff, this service is more likely to be available during low season (January – September)

** Our Glice expert can execute onsite repairs, but for cases which require more specific tools, the repair work has to be done in our installation at the client's expense if the warranty does not apply.



Glice Rink Rules and Maintenance Documents

Exclusive, free access for Glice clients to signs for rink users, and documents for your maintenance staff. Ensure the perfect operation of your rink!



Get started today!

Wherever you are, we will support you to make your project a success!

America

Glice USA

Glice Canada

Glice Argentina

Glice Brazil

Glice Chile

Glice Colombia

Glice Mexico

Glice Peru

Glice Uruguay

Europe

Glice Austria

Glice Baltics

Glice Benelux

Glice Croatia

Glice Czech Republic/Slovakia

Glice France

Glice Germany

Glice Italy

Glice Russia

Glice Spain

Glice Sweden

Glice Switzerland

Glice Turkey

Glice UK

Asia-Pacific

Glice Australia

Glice China

Glice Hong Kong

Glice India

Glice Indonesia

Glice Japan

Glice Malaysia

Glice New Zealand

Glice Singapore

Glice South Korea

Middle East

Glice Iran

Glice Israel

Glice Morocco

Glice South Africa &
Sub-Saharan Africa

Glice Middle East

Glice® by Innovational AG

Pilatusstrasse 38 6002
Luzern, Switzerland

Swiss +41 44 586 06 93

USA +1 786 245 53 15

info@glicerink.com





Glice Operating Procedures

Skate Sharpening

1. In general:
 - a. Keep fingers and loose clothing away from slot on top of sharpener.
 - b. Never start the sharpening process without a skate blade clamped in slot.
2. Put on safety glasses and dust mask
3. Turn on vacuum
4. Turn on Skate Sharpener (rocker switch below power cord)
 - a. Blue light comes on around start button
5. Place Skate blade in slot with skate toe pointing left, clamp blade with lever
6. Press start button, allow once full cycle (two passes of grinding stone)
 - a. If necessary, press the button twice for two passes of grinding stone)
7. Once cycle is complete and stone is safely withdrawn, unclamp blade and remove boot.
8. Deburr the skate blade with flat stone (orange) by placing flat on side of blade:
 - a. Gently run the stone along each side of blade
 - b. Carefully run thumb along each side of blade edge to verify there is no burring.
9. Repeat steps 1 through 8 on the next boot/blade.

Rink Cleaning

1. If there are leaves or debris on rink surface, blow the surface clean with leaf blower.
2. If there is residual dirt on the surface (or after it rains), pressure wash surface.
 - a. If dirt is in the seams between Glice sheets, pressure wash the seam to clear it.
3. Use the Glice Surface Washer over the entire rink surface, row by row.
4. If rain or snow, use a rubber squeegee to push the water/snow to the entry door.
 - a. Water will run off under the Dashboards.
 - b. Snow should be removed with a plastic shovel.

How to Operate a Glice Rink

Rink Management Basics



Dear Glice Rink operator,

To run a Glice Rink successfully is not rocket science. With this suggestive guide, we outline the essential pillars for an adequate operation.

General suggestion

Every project is different in terms of location, local culture, client needs, skills and economic scope. Therefore, we recommend a flexible set-up of your operating concept.

Opening hours

High traffic venues:

Daily from 11am - 11pm (Friday & Saturday potentially longer)

Low traffic venues:

Friday to Sunday from 2pm - 10pm

Any doubts or questions? Contact your local Glice partner or visit [glice.com](https://www.glice.com)

Factors which may affect opening hours:

Location: at certain venues (e.g. malls) you might need to adjust your opening hours accordingly.

Activate the morning hours for extra income, e.g. by getting bookings from schools and sport clubs.

Senior club members love to play Eisstock in the morning hours.

Night hours may be interesting for disco on Glice with a DJ

Pricing

Entrance	40 minutes	Unlimited
Adult	5-9 \$	7-11 \$
Child	3-6 \$	5-8 \$
Family or small group	-20 %	-20 %
2x1 (50 % discount)	Promotions**	
Schools, birthdays & big groups	Packages with special prices***	
Services		
Sharpening service for people who bring their own skates	5-6 \$	
Skate rental	3-6 \$	
Eisstock (Curling)	5 \$ per person for 30 min****	
Skating aid rental	Free / up to 4 \$	

* after approx. 40 min skaters get tired

** e.g. online promotions, barter deals or during slow hours

*** large discounts for big groups may generate flat income during slow hours

**** price for playing in a dedicated zone of the rink; alternatively, you can install a separate Eisstock track (50 \$ to 100 \$ per hour)

Avoid an empty rink by all means and give free entrance to a few people in this case. Any skater will attract others! Ask for ID as collateral if you don't charge upfront.

Is time control complex? Not at all! Write down a skater's first name and the entry time ("Susan 4:20pm"). When the time is up (plus 5 minutes for skate fitting), the skater is called off the ice.

Staff

	Busy hours	Slow hours
Skate Management & Client Assistance	1-2	1-2
Cashier	1	
Rink Supervisor	1	
Rink Cleaning *	1 (after closing)	1 (after closing)

* e.g. 2200 ft² = 1 Person, approx. 1 hour

Staff with a gift to work with children is very important!

Pay attention to a high hygiene level, especially for the skates (deodorant, disinfectant, clean socks for skaters).

Always have band-aids ready as some skaters will get blistered.

Make sure that the Glice Rink rules are visible and complied with: [Rink Rules for Users](#)

Various

SPONSORING: An excellent way to finance the rink. Reference: \$ 275-650 USD per lineal meter. Sticker printing and installation cost \$ 33-39 USD per 3 lineal feet. Glice Corner flags \$ 1000-2000 (4 flags), print costs \$ 390. Logo sticker on helmet and skates \$ 2000.

SNACKBAR: An easy way to generate extra income. Skaters get thirsty and hungry.

LOCATION'S RENT: Try to negotiate a variable rental contract for your location; e.g. 20 % of the net turnover is a beneficial set-up for you.

MARKETING: An efficient marketing strategy with focus on social media will add income. Make barter deals and offer promotions in cooperation with virtual and real stores: e.g. a local sports store hands out your Glice Rink flyer and posts pictures on social media – in exchange, customers who make purchases of \$ 50+ at the store get 2x1 entry upon showing the receipt at the rink. Use discount promotion platforms (such as Groupon, Letsbuyit, Dailydeal etc.). During slow hours offer 2x1 for an Instagram post.

Any doubts or questions? Contact your local Glice partner or visit glice.com

Glice Rink 1,633 ft² (52'x32')

Supports 30 Simultaneous Skaters

- | | |
|----------------------------|--------------------------|
| 80 Glice panels (.8"/20mm) | 1 Cleaning machine |
| 1 Glice Dasherboards | 1 Skate sharpener |
| 80 Pairs of skates/2 racks | 2 Glice rubber flooring |
| 1 Skate rack | 1 Glice care solution 5L |

