

# LAUTTAMUS COMMUNICATIONS

**Proposal For**

**West Virginia  
Dept. of Administration  
Purchasing Division**

**Buyer: TL/32  
RFQ No. DPS1225  
Bid Opening Date: 3/6/2012  
Bid Opening Time: 1:30 P.M.**

**Prepared For:**

**Tara Lyle and WVSP**

- Call Center
- Order Entry
- Order Fulfillment
- Paging
- Security
- Alarm Monitoring
- Two-Way Radio
- Telephone Hotlines
- Telemetry
- Comm. Towers
- CCTV
- Access Control
- Wireless Comm.
- Consulting
- Elevator Service
- Medical Alerting

RECEIVED  
 DIVISION  
 WV  
 MAR - 6 P 1:04

**Submitted By:**

**Name of Contact Persons:** Paul Lauttamus

**Organization:** A.V. Lauttamus Communications, Inc.

**Address:** 1344 Cove Hill Road  
Weirton, WV 26062

**Website:** [www.lauttamus.com](http://www.lauttamus.com)

**Phone Numbers:** 304-723-5555  
800-285-2197  
304-224-3440

**Fax Number:** 304-723-7417

**E-mail Addresses:** [paul@lauttamus.com](mailto:paul@lauttamus.com)

**Awards and Honors:** Governor Manchin Service Award  
Sam Walton Businessman of Year  
Ernst and Young Entrepreneur of Year  
Rotarian of Year  
Who's Who, WV State Journal  
WV State Journal, 40 Under 40  
WV 211 Call Center Provider  
Paul Harris Fellow

**References:** Mittal Steel  
Allegheny Energy  
State of West Virginia  
United State Government  
Bechtel Bettis  
West Virginia University Hospital  
United Hospital  
National Security Agency  
West Virginia State Police



State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

**Request for Quotation**

RFQ NUMBER DPS1225
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PAGE 1
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ADDRESS CORRESPONDENCE TO ATTENTION OF: TARA LYLE 304-558-2544
--

RFQ COPY

VENDOR

TYPE NAME/ADDRESS HERE

*A.V. Lauttamus Comm. Inc.  
 1344 Cove Hill Rd.  
 Weirton, WV 26062*

SHIP TO

WEST VIRGINIA STATE POLICE

4124 KANAWHA TURNPIKE  
 SOUTH CHARLESTON, WV  
 25309 304-746-2141

DATE PRINTED 01/27/2012	TERMS OF SALE <i>NET 30</i>	SHIP VIA <i>UPS</i>	F.O.B. <i>Destination</i>	FREIGHT TERMS <i>PPS Add</i>
BID OPENING DATE: 03/06/2012		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	LS		725-12	<i>Please See</i>	<i>Attached</i>
VEHICULAR REPEATERS  OPEN-END CONTRACT  THE WEST VIRGINIA PURCHASING DIVISION FOR THE AGENCY, WV STATE POLICE, IS SOLICITING BIDS TO PROVIDE VEHICULAR REPEATERS AND RELATED ACCESSORIES/OPTIONS, PER THE ATTACHED SPECIFICATIONS.  INQUIRIES: WRITTEN QUESTIONS WILL BE ACCEPTED UNTIL CLOSE OF BUSINESS ON 02/16/2012. QUESTIONS MAY BE SENT VIA USPS, FAX, COURIER OR E-MAIL. IN ORDER TO ASSURE NO VENDOR RECEIVES AN UNFAIR ADVANTAGE, NO SUBSTANTIVE QUESTIONS WILL BE ANSWERED ORALLY. IF POSSIBLE, E-MAIL QUESTIONS ARE PREFERRED. ADDRESS INQUIRIES TO:  TARA LYLE DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305  FAX: 304-558-4115 EMAIL: TARA.L.LYLE@WV.GOV						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>[Signature]</i>	TELEPHONE <i>304-723-5333</i>	DATE <i>3-4-2012</i>
TITLE <i>VP</i>	FEIN <i>311416652</i>	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

## GENERAL TERMS & CONDITIONS REQUEST FOR QUOTATION (RFQ) AND REQUEST FOR PROPOSAL (RFP)

1. Awards will be made in the best interest of the State of West Virginia.
2. The State may accept or reject in part, or in whole, any bid.
3. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125 fee.
4. All services performed or goods delivered under State Purchase Order/Contracts are to be continued for the term of the Purchase Order/Contracts, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods this Purchase Order/Contract becomes void and of no effect after June 30.
5. Payment may only be made after the delivery and acceptance of goods or services.
6. Interest may be paid for late payment in accordance with the *West Virginia Code*.
7. Vendor preference will be granted upon written request in accordance with the *West Virginia Code*.
8. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
9. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
10. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern the purchasing process.
11. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
12. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, the State may deem this contract null and void, and terminate such contract without further order.
13. **HIPAA BUSINESS ASSOCIATE ADDENDUM:** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, is available online at [www.state.wv.us/admin/purchase/vrc/hipaa.html](http://www.state.wv.us/admin/purchase/vrc/hipaa.html) and is hereby made part of the agreement provided that the Agency meets the definition of a Cover Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.
14. **CONFIDENTIALITY:** The vendor agrees that he or she will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the agency's policies, procedures, and rules. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in <http://www.state.wv.us/admin/purchase/privacy/noticeConfidentiality.pdf>.
15. **LICENSING:** Vendors must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, and the West Virginia Insurance Commission. The vendor must provide all necessary releases to obtain information to enable the director or spending unit to verify that the vendor is licensed and in good standing with the above entities.
16. **ANTITRUST:** In submitting a bid to any agency for the State of West Virginia, the bidder offers and agrees that if the bid is accepted the bidder will convey, sell, assign or transfer to the State of West Virginia all rights, title and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the State of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the State of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to the bidder.

I certify that this bid is made without prior understanding, agreement, or connection with any corporation, firm, limited liability company, partnership, or person or entity submitting a bid for the same material, supplies, equipment or services and is in all respects fair and without collusion or fraud. I further certify that I am authorized to sign the certification on behalf of the bidder or this bid.

### INSTRUCTIONS TO BIDDERS

1. Use the quotation forms provided by the Purchasing Division. Complete all sections of the quotation form.
2. Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as EQUAL to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
3. Unit prices shall prevail in case of discrepancy. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
4. All quotations must be delivered by the bidder to the office listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications: Department of Administration, Purchasing Division, 2019 Washington Street East, P.O. Box 50130, Charleston, WV 25305-0130
5. Communication during the solicitation, bid, evaluation or award periods, except through the Purchasing Division, is strictly prohibited (W.Va. C.S.R. §148-1-6.6).



State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

**Request for Quotation**

RFQ NUMBER
DPS1225

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2

ADDRESS CORRESPONDENCE TO ATTENTION OF:
TARA LYLE
304-558-2544

RFQ COPY

TYPE NAME/ADDRESS HERE

VENDOR

*A.V. Lauttamus Comm.*  
*1344 Cove Hill Rd.*  
*Weirton, WV 26062*

SHIP TO

WEST VIRGINIA STATE POLICE  
 4124 KANAWHA TURNPIKE  
 SOUTH CHARLESTON, WV  
 25309 304-746-2141

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
01/27/2012	<i>Net 30</i>	<i>UPS</i>	<i>Destination</i>	<i>PPS Add</i>
BID OPENING DATE: 03/06/2012		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
EXHIBIT 3						
<p>LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE ON AWARD AND EXTENDS FOR A PERIOD OF ONE (1) YEAR OR UNTIL SUCH "REASONABLE TIME" THEREAFTER AS IS NECESSARY TO OBTAIN A NEW CONTRACT OR RENEW THE ORIGINAL CONTRACT. THE "REASONABLE TIME" PERIOD SHALL NOT EXCEED TWELVE (12) MONTHS. DURING THIS "REASONABLE TIME" THE VENDOR MAY TERMINATE THIS CONTRACT FOR ANY REASON UPON GIVING THE DIRECTOR OF PURCHASING 30 DAYS WRITTEN NOTICE.</p> <p>UNLESS SPECIFIC PROVISIONS ARE STIPULATED ELSEWHERE IN THIS CONTRACT DOCUMENT BY THE STATE OF WEST VIRGINIA, ITS AGENCIES, OR POLITICAL SUBDIVISIONS, THE TERMS, CONDITIONS, AND PRICING SET FORTH HEREIN ARE FIRM FOR THE LIFE OF THE CONTRACT.</p> <p>RENEWAL: THIS CONTRACT MAY BE RENEWED UPON THE MUTUAL WRITTEN CONSENT OF THE SPENDING UNIT AND VENDOR, SUBMITTED TO THE DIRECTOR OF PURCHASING THIRTY (30) DAYS PRIOR TO THE EXPIRATION DATE. SUCH RENEWAL SHALL BE IN ACCORDANCE WITH THE TERMS AND CONDITIONS OF THE ORIGINAL CONTRACT AND SHALL BE LIMITED TO TWO (2) ONE (1) YEAR PERIODS.</p> <p>CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN NOTICE TO THE VENDOR IF THE COMMODITIES AND/OR SERVICE SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM TO THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN.</p> <p>OPEN MARKET CLAUSE: THE DIRECTOR OF PURCHASING MAY AUTHORIZE A SPENDING UNIT TO PURCHASE ON THE OPEN MARKET, WITHOUT THE FILING OF A REQUISITION OR COST</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Paul Santora</i>	TELEPHONE <i>304 723 5333</i>	DATE <i>3-4-2012</i>
TITLE <i>VP</i>	FEIN <i>311416652</i>	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

**Request for Quotation**

RFQ NUMBER
DPS1225

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3

ADDRESS CORRESPONDENCE TO ATTENTION OF:
TARA LYLE
304-558-2544

RFQ COPY

TYPE NAME/ADDRESS HERE

VENDOR

*A.V. Lauttamus Comm Inc*  
*1344 Cave Hill Rd.*  
*Weston, WV 26002*

SHIP TO

WEST VIRGINIA STATE POLICE  
 4124 KANAWHA TURNPIKE  
 SOUTH CHARLESTON, WV  
 25309 304-746-2141

DATE PRINTED 01/27/2012	TERMS OF SALE <i>Net 30</i>	SHIP VIA <i>UPS</i>	F.O.B. <i>Dps quotation</i>	FREIGHT TERMS <i>PP 3 Add</i>
BID OPENING DATE: 03/06/2012		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>ESTIMATE, ITEMS SPECIFIED ON THIS CONTRACT FOR IMMEDIATE DELIVERY IN EMERGENCIES DUE TO UNFORESEEN CAUSES (INCLUDING BUT NOT LIMITED TO DELAYS IN TRANSPORTATION OR AN UNANTICIPATED INCREASE IN THE VOLUME OF WORK.)</p> <p>QUANTITIES: QUANTITIES LISTED IN THE REQUISITION ARE APPROXIMATIONS ONLY, BASED ON ESTIMATES SUPPLIED BY THE STATE SPENDING UNIT. IT IS UNDERSTOOD AND AGREED THAT THE CONTRACT SHALL COVER THE QUANTITIES ACTUALLY ORDERED FOR DELIVERY DURING THE TERM OF THE CONTRACT, WHETHER MORE OR LESS THAN THE QUANTITIES SHOWN.</p> <p>ORDERING PROCEDURE: SPENDING UNIT(S) SHALL ISSUE A WRITTEN STATE CONTRACT ORDER (FORM NUMBER WV-39) TO THE VENDOR FOR COMMODITIES COVERED BY THIS CONTRACT. THE ORIGINAL COPY OF THE WV-39 SHALL BE MAILED TO THE VENDOR AS AUTHORIZATION FOR SHIPMENT, A SECOND COPY MAILED TO THE PURCHASING DIVISION, AND A THIRD COPY RETAINED BY THE SPENDING UNIT.</p> <p>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THE STATE MAY DEEM THE CONTRACT NULL AND VOID, AND TERMINATE SUCH CONTRACT WITHOUT FURTHER ORDER.</p> <p>THE TERMS AND CONDITIONS CONTAINED IN THIS CONTRACT SHALL SUPERSEDE ANY AND ALL SUBSEQUENT TERMS AND CONDITIONS WHICH MAY APPEAR ON ANY ATTACHED PRINTED DOCUMENTS SUCH AS PRICE LISTS, ORDER FORMS, SALES AGREEMENTS OR MAINTENANCE AGREEMENTS, INCLUDING ANY ELECTRONIC MEDIUM SUCH AS CD-ROM.</p> <p>REV. 01/17/2012</p> <p>THE MODEL/BRAND/SPECIFICATIONS NAMED HEREIN ESTABLISH</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Paul Jantzen</i>	TELEPHONE <i>304. 723. 5333</i>	DATE <i>3-4-2012</i>
TITLE <i>VP</i>	FEDIN <i>311410050</i>	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



State of West Virginia  
Department of Administration  
Purchasing Division  
2019 Washington Street East  
Post Office Box 50130  
Charleston, WV 25305-0130

### Request for Quotation

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DPS1225

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ADDRESS CORRESPONDENCE TO ATTENTION OF:  
TARA LYLE  
304-558-2544

RFQ COPY

TYPE NAME/ADDRESS HERE

VENDOR

*A.V. Lauttamus, Comm. Fax  
1344 Love Hill Rd.  
Weirton, WV 26062*

SHIP TO

WEST VIRGINIA STATE POLICE  
4124 KANAWHA TURNPIKE  
SOUTH CHARLESTON, WV  
25309 304-746-2141

DATE PRINTED 01/27/2012	TERMS OF SALE <i>net 30</i>	SHIP VIA <i>UPS</i>	F.O.B. <i>Destination</i>	FREIGHT TERMS <i>PPS Add</i>
BID OPENING DATE: 03/06/2012		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>THE ACCEPTABLE LEVEL OF QUALITY ONLY AND ARE NOT INTENDED TO REFLECT A PREFERENCE OR FAVOR ANY PARTICULAR BRAND OR VENDOR. VENDORS WHO ARE BIDDING ALTERNATES SHOULD SO STATE AND INCLUDE PERTINENT LITERATURE AND SPECIFICATIONS. FAILURE TO PROVIDE INFORMATION FOR ANY ALTERNATES MAY BE GROUNDS FOR REJECTION OF THE BID. THE STATE RESERVES THE RIGHT TO WAIVE MINOR IRREGULARITIES IN BIDS OR SPECIFICATIONS IN ACCORDANCE WITH SECTION 148-1-4(F) OF THE WEST VIRGINIA LEGISLATIVE RULES AND REGULATIONS.</p> <p>ANY INDIVIDUAL SIGNING THIS BID IS CERTIFYING THAT: (1) HE OR SHE IS AUTHORIZED BY THE BIDDER TO EXECUTE THE BID OR ANY DOCUMENTS RELATED THERETO ON BEHALF OF THE BIDDER, (2) THAT HE OR SHE IS AUTHORIZED TO BIND THE BIDDER IN A CONTRACTUAL RELATIONSHIP, AND (3) THAT THE BIDDER HAS PROPERLY REGISTERED WITH ANY STATE AGENCIES THAT MAY REQUIRE REGISTRATION. EXHIBIT 4</p> <p>LOCAL GOVERNMENT BODIES: UNLESS THE VENDOR INDICATES IN THE BID HIS REFUSAL TO EXTEND THE PRICES, TERMS, AND CONDITIONS OF THE BID TO COUNTY, SCHOOL, MUNICIPAL AND OTHER LOCAL GOVERNMENT BODIES, THE BID SHALL EXTEN TO POLITICAL SUBDIVISIONS OF THE STATE OF WEST VIRGINIA. IF THE VENDOR DOES NOT WISH TO EXTEND THE PRICES, TERMS, AND CONDITIONS OF THE BID TO ALL POLITICAL SUBDIVISIONS OF THE STATE, THE VENDOR MUST CLEARLY INDICATE SUCH REFUSAL IN HIS BID. SUCH REFUSAL SHALL NOT PREJUDICE THE AWARD OF THIS CONTRACT IN ANY MANNER.</p> <p>REV. 3/88</p> <p>PURCHASING CARD ACCEPTANCE: THE STATE OF WEST VIRGINIA CURRENTLY UTILIZES A VISA PURCHASING CARD PROGRAM WHIC</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>[Signature]</i>	TELEPHONE <i>304.723.5535</i>	DATE <i>3-4-2012</i>
TITLE <i>VP</i>	FEIN <i>311416652</i>	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



State of West Virginia  
Department of Administration  
Purchasing Division  
2019 Washington Street East  
Post Office Box 50130  
Charleston, WV 25305-0130

### Request for Quotation

RFQ NUMBER  
DPS1225

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ADDRESS CORRESPONDENCE TO ATTENTION OF:  
TARA LYLE  
304-558-2544

RFQ COPY

TYPE NAME/ADDRESS HERE

VENDOR

A.V. Lauttamus Comm. Finc  
1314 Love Hill Rd.  
Weirton, WV 26060

SHIP TO

WEST VIRGINIA STATE POLICE  
4124 KANAWHA TURNPIKE  
SOUTH CHARLESTON, WV  
25309 304-746-2141

DATE PRINTED 01/27/2012	TERMS OF SALE Net 30	SHIP VIA UPS	F.O.B. Destination	FREIGHT TERMS PPS Add'l
BID OPENING DATE: 03/06/2012		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>IS ISSUED THROUGH A BANK. THE SUCCESSFUL VENDOR MUST ACCEPT THE STATE OF WEST VIRGINIA VISA PURCHASING CARD FOR PAYMENT OF ALL ORDERS PLACED BY ANY STATE AGENCY AS A CONDITION OF AWARD.</p> <p>VENDOR PREFERENCE CERTIFICATE</p> <p>THIS TEAM EXHIBIT HAS BEEN REPLACED BY THE ONLINE VERSION WHICH IS AVAILABLE HERE:  <a href="http://www.state.wv.us/admin/purchase/vrc/venpref.pdf">HTTP://WWW.STATE.WV.US/ADMIN/PURCHASE/VRC/VENPREF.PDF</a></p> <p>NOTICE</p> <p>A SIGNED BID MUST BE SUBMITTED TO:</p> <p>DEPARTMENT OF ADMINISTRATION  PURCHASING DIVISION  BUILDING 15  2019 WASHINGTON STREET, EAST  CHARLESTON, WV 25305-0130</p> <p>THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:</p> <p>SEALED BID</p> <p>BUYER: -----TL/32-----</p> <p>RFQ. NO.: -----DPS1225-----</p> <p>BID OPENING DATE: -----03/06/2012-----</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE *Paul Lauttamus* TELEPHONE 304 723 5353 DATE 3-4-2012  
TITLE VP FEIN 311416652 ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'





State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
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 Charleston, WV 25305-0130

**Request for  
 Quotation**

RFQ NUMBER DPS1225
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ADDRESS CORRESPONDENCE TO ATTENTION OF: TARA LYLE 304-558-2544
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TYPE NAME/ADDRESS HERE

ROZBY

*A-V Lauttamus Comm. Inc.  
 1344 Cove Hill Rd.  
 Weirton, WV 26062*

SHIP TO

WEST VIRGINIA STATE POLICE  
 4124 KANAWHA TURNPIKE  
 SOUTH CHARLESTON, WV  
 25309 304-746-2141

DATE PRINTED 01/27/2012	TERMS OF SALE <i>Net 30</i>	SHIP VIA <i>UPS</i>	F.O.B. <i>Destination</i>	FREIGHT TERMS <i>Prepaid</i>
BID OPENING DATE: 03/06/2012		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
BID OPENING TIME: ----- 1:30 PM-----						
PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID: ----- <i>304.723.7417</i> -----						
CONTACT PERSON (PLEASE PRINT CLEARLY): ----- <i>Paul P. Lauttamus</i> -----						
***** THIS IS THE END OF RFQ DPS1225 ***** TOTAL:						<i>Please See Attached</i>

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Paul Lauttamus</i>	TELEPHONE <i>304.723.8335</i>	DATE <i>3-4-2012</i>
TITLE <i>VP</i>	FEIN <i>311416052</i>	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

**DPS1225**  
**SPECIFICATIONS FOR VEHICULAR REPEATERS, AND RELATED COMPONENTS**

The West Virginia State Police desire to establish an open-end contract for the purchase of Vehicular Repeaters, related accessories, and options. The contract shall be available for use by all other entities of state government, as well as counties and municipalities as this will assist in the State's Interoperable Radio Project.

**EQUIPMENT SPECIFICATIONS**

- A) VHF VEHICULAR REPEATER - 150-174 MHz band
- B) UHF VEHICULAR REPEATER - 450-470 MHz band

Meets Spec  
Yes      No

**General Requirements**

1. The vehicular repeater shall utilize an interface cable for one of the following radios:  
 GE/Ericsson Orion  
 Kenwood TK-690H  
 Kenwood TK-5810  
 Tait TM9100  
 Motorola XTL2500  
 Motorola APX-7500  
  
 Cable must have manufacturer's plugs (dual gender) to allow direct connection. Interface cables shall be listed as options and priced individually. Repeater shall be priced with no cable included, but one will normally be purchased in conjunction with repeater purchase. Generic cables requiring wiring into the manufacturer's radio cable are not acceptable.
  
2. Unit shall be capable of interfacing to a variety existing mobiles and communications formats (conventional, trunking, narrowband) and be upwardly compatible with new radios and technologies.

✓ \_\_\_\_\_

✓ \_\_\_\_\_

		Meets Spec	
		<u>Yes</u>	<u>No</u>
3.	Unit shall be capable of multi-vehicle operation with automatic priority repeater establishment and maintenance. Units shall provide means of responding during full duplex mobile reception and repeater hang time.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
4.	Repeater should be single channel receive and transmit in the selected band.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
5.	Repeater must be synthesized and programmable for frequencies, tones and operating parameters. Bidder should state method of programming and provide a copy of software if PC programmable.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
6.	Activation of mobile repeat mode must be tone squelch protected.	<input checked="" type="checkbox"/>	<input type="checkbox"/>

### Transmitter Requirements

7.	Repeater shall operate in the following bands as ordered : a) VHF 150-174 MHz b) UHF 450-470 MHz	<input checked="" type="checkbox"/>	<input type="checkbox"/>
8.	Operation of the repeater shall be capable and configured for narrowband operation.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
9.	Transmitter power output shall be a minimum of 2 Watts, adjustable to 250mW to prevent interference with adjacent system operation.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
10.	Transmitter conducted spurious output shall be -50dbc minimum.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
11.	Transmitter frequency stability shall be 1.5ppm over an operating range of -30°C to +60°C.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
12.	Transmitter audio response shall be +1/-3db within a +6db/octave pre-emphasis curve from 300Hz to 3kHz.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
13.	Transmitter audio distortion shall be maximum 5% at 60% deviation with a 1kHz tone.	<input checked="" type="checkbox"/>	<input type="checkbox"/>

		Meets Spec	
		<u>Yes</u>	<u>No</u>
14.	Repeater shall be capable of transmitting a single frequency burst tone at 60% deviation for a duration of 500-800 mSec in compliance with the multi-vehicle protocol utilizing the following tones: 832.5, 847.5 and 682.5 hz.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
15.	Repeater shall be capable of transmitting a subaudible CTCSS tone at $\pm 700$ Hz deviation which is programmable and different from it's decode tone.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
16.	Repeater shall be capable of transmitting local mobile microphone audio to the handheld; the level shall be adjustable for $\pm 3$ kHz deviation.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
17.	During base to portable transmissions, the repeater shall periodically unkey to check for transmissions from handhelds or other vehicular repeaters on site. The sampling interval shall be programmable and a random offset shall be employed to prevent 2 repeaters from sampling at the same time. The sampling duration shall be less than 50 mSec. During the sampling interval, the receiver shall be capable of detecting 2 CTCSS tones simultaneously. If tone from the handhelds is detected, the repeater will cease transmissions and revert to portable to base mode. If tone from another repeater is detected, the receiving unit will revert to non-priority status. If no tone or wrong tone is detected, the repeater will continue to operate in base to portable mode.	<input checked="" type="checkbox"/>	<input type="checkbox"/>

NOTE: Co-channel interference shall not cause the repeaters to cease operation.

### Receiver Requirements

18.	Repeater shall operate in the following bands as ordered : a) VHF 150-174 MHz b) UHF 450-470 MHz	<input checked="" type="checkbox"/>	<input type="checkbox"/>
19.	Operation of the repeater shall be capable of and configured for narrowband operation.	<input checked="" type="checkbox"/>	<input type="checkbox"/>

		Meets Spec	
		<u>Yes</u>	<u>No</u>
20.	Receiver sensitivity shall be a minimum of $.4\mu\text{V}$ for 12db Sinad operation.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
21.	Receiver adjacent channel selectivity shall be a minimum of 60 db for 25kHz channel spacing.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
22.	Receiver spurious and image rejection shall be a minimum of 60 db.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
23.	Receiver 3rd tone intermodulation response shall be a minimum of 60db.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
24.	Receiver audio response shall be $\pm 3\text{db}$ within a -6db/octave de-emphasis curve from 300Hz to 3kHz.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
25.	Receiver modulation acceptance shall be a minimum of $\pm 7.5\text{kHz}$ for 25kHz channel spacing.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
26.	Receiver shall be capable of accurately decoding CTCSS from the handheld. Mobile transmit activation shall not occur in the absence of tone. The receiver shall be capable of decoding at least 2 sub-audible CTCSS tones simultaneously. If the primary tone is detected from the handheld operator, the vehicular repeater shall repeat the transmission handheld to base mode. If, during priority sampling, the secondary tone is detected from other vehicular repeaters, the receiving unit will remove itself from priority mode and cease transmissions.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
27.	Reception of carrier without tone, or carrier with a CTCSS tone different from the handheld tone or the vehicular repeater encode tone shall not cause the system to malfunction. The system shall be capable of detecting co-channel interference and continue to operate properly in the presence of carrier sources outside of its system.	<input checked="" type="checkbox"/>	<input type="checkbox"/>

		Meets Spec	
		<u>Yes</u>	<u>No</u>
28.	Receiver shall be capable of decoding in-band single tone bursts with a duration of 500-800 mSec from other repeaters and revert to a non-priority status upon proper decoding. The repeater shall maintain a count of the number of decoded tone bursts and adjust its priority status accordingly (increment count for each burst). The repeater shall be capable of maintaining a priority hierarchy for up to 100 vehicles. The receiver shall be capable of decoding 832.5Hz, 847.5Hz and 682.5Hz.	✓ _____	_____ _____

29.	Receiver shall continue to monitor all radio activity even when not at priority status, and shall take positive steps to re-establish a priority unit when the absence of a priority repeater is detected. Repeaters at priority status shall be capable of detecting the presence of other repeaters transmitting and automatically take appropriate action to prevent radio "collisions".	✓ _____	_____ _____
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30.	Receiver shall provide repeater receiver audio from the handheld for local monitoring. Audio power shall be a minimum of 400mW into 8 Ohms resistive.	✓ _____	_____ _____
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**General Requirements**

31.	Some method of enabling and disabling the repeater shall be provided so that the driver may activate the repeat mode only when leaving the vehicle.	✓ _____	_____ _____
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32.	The repeater shall have a minimum of the following indicators: DC power/activation, priority status, mobile receiver status, mobile transmit indication, repeater receiver status, and repeater transmit indication. The indicators must be visible from a wide viewing angle and easily readable in ambient light conditions.	✓ _____	_____ _____
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33.	The repeater shall be capable of operating with a wide variety of existing radios or radios purchased in the future. Interfacing of the repeater shall be upwardly compatible with different communication formats including trunking and narrowband technologies.	✓ _____	_____ _____
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		Meets Spec	
		<u>Yes</u>	<u>No</u>
34.	Bidder shall provide the following documentation regarding the repeater:		
	a. System description and operating instructions, including theory of operation and complete description of all controls and functions.	✓	
	b. Complete installation instructions and description of optional configurations.	_____	_____
	c. Alignment instructions.		
	d. Programming software and manual.		
	e. Detailed schematic and parts list.		
	f. Parts locator diagram.		
35.	Application note shall be available for all radios specified above to allow modifications and programming required for operation with purchased interface cable.	✓	
36.	Bidder must provide proof of authorization to purchase and resell manufacturers equipment prior to submitting bid. Bids submitted without verification of dealership status shall not be accepted.	✓	
37.	All equipment shall be warranted by the manufacturer for at least 3 years, including parts and labor.	✓	
38.	The equipment warranty period shall begin when the equipment is first placed in service, not to exceed 6 months from date of purchase.	✓	

### Award

The contract will be awarded to one vendor with the most complete bid meeting all of the specifications with the lowest grand total. The delivery costs should be included in the bid.

### Cost Sheet

Item	Description	Make/model	Estimated Quantity	Unit Price	Extended Price
	<b>VEHICULAR REPEATER</b>				
1.0	VHF Vehicular Repeater	SVR-200 VBN	100	819.00	\$81,900.00
2.0	UHF Vehicular Repeater	SVR-200 VBN	50	819.00	\$40,950.00
	<b>RADIO INTERFACE CABLE</b>				
3.0	GE/Ericsson Orion (Low Band)	7500-06-1014	20	79.00	\$1,580.00
4.0	Kenwood TK-690H (Low Band)	7500-10-1045	20	69.00	\$1,380.00
5.0	Kenwood TK-5810 (UHF)	7500-10-1045	20	79.00	\$1,580.00
6.0	Tait TM9100 (UHF)	7500-10-1010	20	79.00	\$1,580.00
7.0	Motorola XTL2500 (UHF) Low- please choose one	7505-10-1094 505-10-1045	20	119.00	\$2,380.00
8.0	Motorola APX-7500 (Multi- band)	7506-10-1094 Low Power 7506-10-1045 High Power	20	119.00	\$2,380.00
	<b>SOFTWARE and CABLES</b>				
9.0	Programming Software	NIC	6	NIC	NIC
10.0	Programming Cable	FY1	6	74.00	444.00
	<b>Grand Total</b>			\$	\$134,194.00

NOTE: All quantities specified in the Price Quotation form are for bid purposes only. Actual quantities to be purchased will vary with each order.

Vendor Name: A.V. Lauttamus Comm. Inc.

Contact Name: Paul Lauttamus

Address: 1344 Cove Hill Rd.  
Weirton W 26062

Phone No.: 304.723.5355

Fax No.: 304.723.7417

Authorized Signature: Paul P. Lauttamus



RFQ No. DRS 1225

STATE OF WEST VIRGINIA  
Purchasing Division

**PURCHASING AFFIDAVIT**

West Virginia Code §5A-3-10a states: No contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and the debt owed is an amount greater than one thousand dollars in the aggregate.

**DEFINITIONS:**

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Debtor" means any individual, corporation, partnership, association, limited liability company or any other form or business association owing a debt to the state or any of its political subdivisions. "Political subdivision" means any county commission; municipality; county board of education; any instrumentally established by a county or municipality; any separate corporation or instrumentally established by one or more counties or municipalities, as permitted by law; or any public body charged by law with the performance of a government function or whose jurisdiction is coextensive with one or more counties or municipalities. "Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

EXCEPTION: The prohibition of this section does not apply where a vendor has contested any tax administered pursuant to chapter eleven of this code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

Under penalty of law for false swearing (West Virginia Code §61-5-3), it is hereby certified that the vendor affirms and acknowledges the information in this affidavit and is in compliance with the requirements as stated.

**WITNESS THE FOLLOWING SIGNATURE**

Vendor's Name: A.V. Lauttamus Comm. Inc.

Authorized Signature: [Signature] Date: 3-4-2012

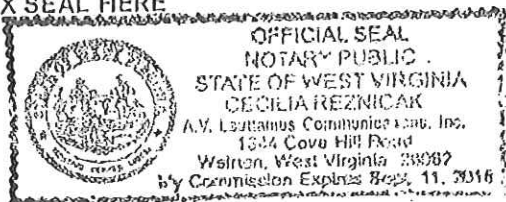
State of West Virginia

County of Hancock, to-wit:

Taken, subscribed, and sworn to before me (this 4th) day of March, 2012

My Commission expires Sept 11, 2016.

AFFIX SEAL HERE



NOTARY PUBLIC [Signature]

Rev. 09/08

# State of West Virginia VENDOR PREFERENCE CERTIFICATE

Certification and application\* is hereby made for Preference in accordance with *West Virginia Code*, §5A-3-37. (Does not apply to construction contracts). *West Virginia Code*, §5A-3-37, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the *West Virginia Code*. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Resident Vendor Preference, if applicable.

- 1.  Application is made for 2.5% resident vendor preference for the reason checked:  
 Bidder is an individual resident vendor and has resided continuously in West Virginia for four (4) years immediately preceding the date of this certification; or,  
 Bidder is a partnership, association or corporation resident vendor and has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or 80% of the ownership interest of Bidder is held by another individual, partnership, association or corporation resident vendor who has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or,  
 Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one hundred state residents and which has maintained its headquarters or principal place of business within West Virginia continuously for the four (4) years immediately preceding the date of this certification; or,
- 2.  Application is made for 2.5% resident vendor preference for the reason checked:  
 Bidder is a resident vendor who certifies that, during the life of the contract, on average at least 75% of the employees working on the project being bid are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,
- 3.  Application is made for 2.5% resident vendor preference for the reason checked:  
 Bidder is a nonresident vendor employing a minimum of one hundred state residents or is a nonresident vendor with an affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia employing a minimum of one hundred state residents who certifies that, during the life of the contract, on average at least 75% of the employees or Bidder's affiliate's or subsidiary's employees are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,
- 4.  Application is made for 5% resident vendor preference for the reason checked:  
 Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; or,
- 5.  Application is made for 3.5% resident vendor preference who is a veteran for the reason checked:  
 Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid is submitted; or,
- 6.  Application is made for 3.5% resident vendor preference who is a veteran for the reason checked:  
 Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's bid and continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years.

Bidder understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to continue to meet the requirements for such preference, the Secretary may order the Director of Purchasing to: (a) reject the bid; or (b) assess a penalty against such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency or deducted from any unpaid balance on the contract or purchase order.

By submission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and authorizes the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid the required business taxes, provided that such information does not contain the amounts of taxes paid nor any other information deemed by the Tax Commissioner to be confidential.

Under penalty of law for false swearing (*West Virginia Code*, §61-5-3), Bidder hereby certifies that this certificate is true and accurate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate changes during the term of the contract, Bidder will notify the Purchasing Division in writing immediately.

Bidder: A.V. Lauttamus Comm. Inc. Signed: [Signature]  
Date: March 4 2012 Title: VP

\*Check any combination of preference consideration(s) indicated above, which you are entitled to receive.

ATTACHMENT

P.O.# \_\_\_\_\_

This agreement constitutes the entire agreement between the parties, and there are no other terms and conditions applicable to the licenses granted hereunder.

Agreed

Carl Lauttamus 3-4-2012  
Signature Date

VP  
Title

AV. Lauttamus Comm. Inc.  
Company Name

\_\_\_\_\_  
Signature Date

\_\_\_\_\_  
Title

\_\_\_\_\_  
Agency/Division

WV-96A  
Rev. 9/11

AGREEMENT ADDENDUM FOR SOFTWARE

In the event of conflict between this addendum and the agreement, this addendum shall control:

1. **DISPUTES** - Any references in the agreement to arbitration or to the jurisdiction of any court are hereby deleted. Disputes arising out of the agreement shall be presented to the West Virginia Court of Claims.
2. **HOLD HARMLESS** - Any provision requiring the Agency to indemnify or hold harmless any party is hereby deleted in its entirety.
3. **GOVERNING LAW** - The agreement shall be governed by the laws of the State of West Virginia. This provision replaces any references to any other State's governing law.
4. **TAXES** - Provisions in the agreement requiring the Agency to pay taxes are deleted. As a State entity, the Agency is exempt from Federal, State, and local taxes and will not pay taxes for any Vendor including individuals, nor will the Agency file any tax returns or reports on behalf of Vendor or any other party.
5. **PAYMENT** - Any references to prepayment are deleted. *Fees for software licenses, subscriptions, or maintenance are payable annually in advance. Payment for services will be in arrears.*
6. **INTEREST** - Any provision for interest or charges on late payments is deleted. The Agency has no statutory authority to pay interest or late fees.
7. **NO WAIVER** - Any language in the agreement requiring the Agency to waive any rights, claims or defenses is hereby deleted.
8. **FISCAL YEAR FUNDING** - Service performed under the agreement may be continued in succeeding fiscal years for the term of the agreement, contingent upon funds being appropriated by the Legislature or otherwise being available for this service. In the event funds are not appropriated or otherwise available for this service, the agreement shall terminate without penalty on June 30. After that date, the agreement becomes of no effect and is null and void. However, the Agency agrees to use its best efforts to have the amounts contemplated under the agreement included in its budget. Non-appropriation or non-funding shall not be considered an event of default.
9. **STATUTE OF LIMITATION** - Any clauses limiting the time in which the Agency may bring suit against the Vendor, lessor, individual, or any other party are deleted.
10. **SIMILAR SERVICES** - Any provisions limiting the Agency's right to obtain similar services or equipment in the event of default or non-funding during the term of the agreement are hereby deleted.
11. **FEES OR COSTS** - The Agency recognizes an obligation to pay attorney's fees or costs only when assessed by a court of competent jurisdiction. Any other provision is invalid and considered null and void.
12. **ASSIGNMENT** - Notwithstanding any clause to the contrary, the Agency reserves the right to assign the agreement to another State of West Virginia agency, board or commission upon thirty (30) days written notice to the Vendor and Vendor shall obtain the written consent of Agency prior to assigning the agreement.
13. **LIMITATION OF LIABILITY** - The Agency, as a State entity, cannot agree to assume the potential liability of a Vendor. Accordingly, any provision limiting the Vendor's liability for direct damages to a certain dollar amount or to the amount of the agreement is hereby deleted. Limitations on special, incidental or consequential damages are acceptable. In addition, any limitation is null and void to the extent that it precludes any action for injury to persons or for damages to personal property.
14. **RIGHT TO TERMINATE** - Agency shall have the right to terminate the agreement upon thirty (30) days written notice to Vendor. Agency agrees to pay Vendor for services rendered or goods received prior to the effective date of termination. *In such event, Agency will not be entitled to a refund of any software license, subscription or maintenance fees paid.*
15. **TERMINATION CHARGES** - Any provision requiring the Agency to pay a fixed amount or liquidated damages upon termination of the agreement is hereby deleted. The Agency may only agree to reimburse a Vendor for actual costs incurred or losses sustained during the current fiscal year due to wrongful termination by the Agency prior to the end of any current agreement term.
16. **RENEWAL** - Any reference to automatic renewal is deleted. The agreement may be renewed only upon mutual written agreement of the parties.
17. **INSURANCE** - Any provision requiring the Agency to purchase insurance for Vendor's property is deleted. The State of West Virginia is insured through the Board of Risk and Insurance Management, and will provide a certificate of property insurance upon request.
18. **RIGHT TO NOTICE** - Any provision for repossession of equipment without notice is hereby deleted. However, the Agency does recognize a right of repossession with notice.
19. **ACCELERATION** - Any reference to acceleration of payments in the event of default or non-funding is hereby deleted.
20. **CONFIDENTIALITY** - Any provision regarding confidentiality of the terms and conditions of the agreement is hereby deleted. State contracts are public records under the West Virginia Freedom of Information Act.
21. **AMENDMENTS** - All amendments, modifications, alterations or changes to the agreement shall be in writing and signed by both parties. No amendment, modification, alteration or change may be made to this addendum without the express written approval of the Purchasing Division and the Attorney General.

ACCEPTED BY:

STATE OF WEST VIRGINIA

VENDOR

Spending Unit: \_\_\_\_\_

Company Name: A.V. Lauttamus Comm. Fair

Signed: \_\_\_\_\_

Signed: [Signature]

Title: \_\_\_\_\_

Title: V.P.

Date: \_\_\_\_\_

Date: 3-4-2012