



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  
 WIC12124

PAGE  
 1

ADDRESS CORRESPONDENCE TO ATTENTION OF  
 ROBERTA WAGNER  
 304-558-0067

\*919151156 800-323-7452  
 PERSPECTIVE ENTERPRISES INC  
 7829 SOUTH SPRINKLE RD  
 PORTAGE MI 49002

HEALTH AND HUMAN RESOURCES  
 BPH - NUTRITION SERVICES (WIC)  
 C/O DHHR MATERIALS MANAGEMENT  
 900 BULLITT STREET  
 CHARLESTON, WV  
 25301 304-558-3417

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
03/07/2012	Net 30 days ARO	UPS	Delivered	Pre paid and Added
BID OPENING DATE: 04/05/2012		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
THE STATE OF WEST VIRGINIA AND ITS AGENCY THE DEPARTMENT OF HEALTH AND HUMAN RESOURCES (DHHR), BUREAU FOR PUBLIC HEALTH (BPH) AND THE OFFICE OF NUTRITION SERVICES REQUESTS A QUOTE FOR PROSPECTIVE ENTERPRISES EASY-GLIDE BEARING AND FOLD-UP INFANTOMETERS AND ADULT STADIOMETERS (OR EQUAL).  **BID OPENING: APRIL 5, 2012 @ 1:30 PM  LOCATION: PURCHASING DIVISION, BUILDING #15 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305						
0001	55	EA	780-60	PROSPECTIVE ENTERPRISES EASY-GLIDE BEARING INFANTOMETER, MODEL PE-RILB-BRG2 (OR EQUAL) PER ATTACHED SPECS	\$ 391.00	\$ 21,505.00
0002	7	EA	780-60	PROSPECTIVE ENTERPRISES LIGHTWEIGHT FOLD-UP INFANTOMETER, MODEL PE-RILB-LTWT (OR EQUAL) PER ATTACHED SPECS	\$ 294.00	\$ 2,058.00

RECEIVED  
 2012 MAR 29 AM 11:47  
 WV PURCHASING DIVISION

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE: *Melissa Field* TELEPHONE: 800-323-7452 DATE: 3/26/12  
 TITLE: Vice President FEIN: 38-2561246 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).



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 304-558-0067

\*919151156 800-323-7452  
 PERSPECTIVE ENTERPRISES INC  
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 PORTAGE MI 49002

PURCHASER

SHIP TO

HEALTH AND HUMAN RESOURCES  
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0003	62	EA		780-60	\$ 414. <sup>00</sup>	\$ 25,668. <sup>00</sup>
PROSPECTIVE ENTERPRISES ADULT EASY GLIDE BEARING  STADIOMETER MODEL PE-WM-60-75-BRG2 (OR EQUAL) PER ATTACHED SPECS						
0004	1	JB		780-60		
SHIPPING AND HANDLING  <i>241 packages</i> <i>IF Shipped loose to one location to be hand carried into facility individually by UPS driver: \$1,600.<sup>00</sup></i> <i>OR Shipped palletized to one location if product can be received at a loading dock - Semi height \$690.<sup>00</sup></i>						
CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN NOTICE TO THE VENDOR IF THE COMMODITIES AND/OR SERVICES SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM TO THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN.						
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.						
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						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>[Signature]</i>	TELEPHONE 800-323-7452	DATE 3-26-12
TITLE Vice President	FEIN 38-2561246	ADDRESS CHANGES TO BE NOTED ABOVE

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



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<p>ELECTRONIC MEDIUM SUCH AS CD-ROM.</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: ROBERTA WAGNER/FILE 22</p> <p>RFQ. NO.: WIC12124</p> <p>BID OPENING DATE: APRIL 5, 2012</p> <p>BID OPENING TIME: 1:30 PM</p> <p>**A CONVENIENCE COPY WOULD BE APPRECIATED.</p> <p>PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID:            -----            FAX: 269-327-0837</p> <p>CONTACT PERSON (PLEASE PRINT CLEARLY): Kristen Bare, Accounts Mgr.</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE: *[Signature]* TELEPHONE: 800-323-7452 DATE: 3-26-12

TITLE: Vice President FEIN: 38-2561246 ADDRESS CHANGES TO BE NOTED ABOVE

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<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.</p> <p>THE MODEL/BRAND/SPECIFICATIONS NAMED HEREIN ESTABLISH 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>PURCHASING CARD ACCEPTANCE: THE STATE OF WEST VIRGINIA CURRENTLY UTILIZES A VISA PURCHASING CARD PROGRAM WHICH 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>INQUIRIES:            WRITTEN QUESTIONS SHALL BE ACCEPTED THROUGH CLOSE OF BUSINESS ON 03/20/2012. 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</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>William Hill</i>	TELEPHONE 800-323-7452	DATE 3-26-12
TITLE Vice President	FEN 38-2561246	ADDRESS CHANGES TO BE NOTED ABOVE

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<p>QUESTIONS ARE PREFERRED. ADDRESS INQUIRIES TO:            ROBERTA WAGNER            DEPARTMENT OF ADMINISTRATION            PURCHASING DIVISION            2019 WASHINGTON STREET, EAST            CHARLESTON, WV 25311            FAX: (304) 558-4115            E-MAIL: ROBERTA.A.WAGNER@WV.GOV</p>						
<p>***** THIS IS THE END OF RFO WIC12124 ***** TOTAL:</p>						<p>IF must be hand carried into facility            \$ 50,831.<sup>00</sup> *</p> <p>OR</p> <p>\$ 49,921.<sup>00</sup> *</p> <p>If can be received on pallets at Semi-truck-height loading dock</p>
<p>* Please note that, if the State is able/ willing to pay with a check instead of a credit card and within 30 days after receipt of order, it may deduct 3% from the total invoice amount. <i>signed</i> None the less, we are able to accept your credit card for the amount quoted.</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>[Signature]</i>	TELEPHONE 800-323-7452	DATE 3-26-12
TITLE V. President	FEIN 38-2561246	ADDRESS CHANGES TO BE NOTED ABOVE

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

WIC12124 PRODUCT SPECIFICATIONS

- 1) Perspective Enterprises Easy-Glide Bearing Infantometer  
Model PE-RILB-BRG2 (or equal)
  - \*Board must be made of laminated vinyl
  - \*Head and foot pieces must be polycarbonate
  - \*Minimum measuring range 5" to maximum 39"
  - \*Must have capability to support maximum of 50 pounds
  - \*Must have double bearing-mounted foot piece
  - \*Must have fixed head piece
  - \*Must display "Read Here" mark, offset on transparent foot piece
  - \*Overall size must be maximum 46-1/2" x 12" x 8-3/4"
  
- 2) Perspective Enterprises Lightweight Infantometer  
Model PE-RILB-LTWT (or equal)
  - \*Measurement range minimum 5" to maximum 37"
  - \*Must be made of durable plastic
  - \*Must include vinyl carrying case
  - \*Must have the capability to fold
  - \*Must have the capability to support maximum 40 pounds
  - \*Overall size must be maximum 42" x 12" x 6-3/4"
  
- 3) Perspective Enterprises Easy Glide Bearing Stadiometer  
Model PE-WM-60-75-BRG2
  - \*Must have double bearing-mounted head piece
  - \*Measurement range must be minimum 27-5/8" to 76" maximum
  - \*Board must be laminated vinyl
  - \*Head piece must be polycarbonate
  - \*Must display "Read Here" marks, offset on transparent head piece
  - \*Must have positioning knob to immobilize head piece when not in use
  - \*Overall size must be maximum 84" x 10" x 9-3/4"

Delivery and Shipping Requirements

\*Delivery must be made 30 days ARO

\*Inside delivery required

—————> Can this order be palletized  
and delivered by truck to a  
semi-truck-height loading dock?  
If yes, freight will be only \$690.<sup>00</sup>

mm

**\*Vendor must deliver to WVDHHR Warehouse, 900 Bullit Street,  
Charleston WV, within thirty (30) days upon receipt of order.  
Freight Terms: FOB Destination**

✓OK  
mmr

**Bid Evaluation**

**The Office of Nutrition Services will evaluate bids based on the total cost and award to the lowest bidder which meets specifications. Payment will be made in arrears upon 100% acceptance by the agency.**



WIC12124  
Price Quotation Sheet

ITEM	Quantity	UOM	Unit Price	Extended Price
Prospective Enterprises Easy-Glide Bearing Infantometer Model PE-RILB-BRG2 (or equal)	55	Each	\$ 391. <sup>00</sup>	\$ 21,505. <sup>00</sup>
Prospective Enterprises Lightweight Fold Up Infantometer Model PE-RILB-LTWT (or equal)	7	Each	\$ 294. <sup>00</sup>	\$ 2,058. <sup>00</sup>
Prospective Enterprises Adult Easy Glide Bearing Stadiometer Model PE-WM-60-75-BRG2 (or equal)	62	Each	\$ 414. <sup>00</sup>	\$ 25,668. <sup>00</sup>
Shipping and Handling	1	Job	\$ 1600. <sup>00</sup> / 690. <sup>00</sup>	\$ 1600. <sup>00</sup> / 690. <sup>00</sup> *
Total Extended Price				\$ 50,831. <sup>00</sup> / 49,921. <sup>00</sup> *

\* \$1600 is freight price if delivery driver must hand carry 241 boxes into facility.  
\* \$690 is freight price if you can receive product palletized at a semi-truck-height loading dock.

Award will be made to successful low bid vendor meeting specifications. Invoice will be submitted by vendor in whole upon receipt of goods.

UPS freight driver does deliver with his own pallet mover to remove pallets from the truck for you.

Vendor Name Perspective Enterprises Inc.

Vendor Contact Melisa Riehl

Vendor Telephone 800-323-7452

Vendor Fax 269-327-0837

Contact E-mail pepdc@perspectiveent.com

Remit to address PO Box 670

Portage MI 49081-0670

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: Perspective Ent.

Signed: [Signature]

Date: 3/26/12

Title: VP No preference claimed / requested

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

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 instrumentality established by a county or municipality; any separate corporation or instrumentality 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 exceed 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: Perspective Enterprises

Authorized Signature: [Signature] Date: 3-27-12

State of Michigan

County of Kalamazoo, to-wit:

Taken, subscribed, and sworn to before me this 27 day of March, 2012.

My Commission expires March 3, 2013.

**AFFIX SEAL HERE**

**NOTARY PUBLIC** Kristen M Bare

KRISTEN M. BARE  
NOTARY PUBLIC, STATE OF MI  
COUNTY OF KALAMAZOO  
MY COMMISSION EXPIRES Mar 3, 2013  
ACTING IN COUNTY OF



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  
 WIC12124

PAGE  
 1

ADDRESS CORRESPONDENCE TO ATTENTION OF:  
 ROBERTA WAGNER  
 304-558-0067

VENDOR

\*919151156 800-323-7452  
 PERSPECTIVE ENTERPRISES INC  
 7829 SOUTH SPRINKLE RD  
 PORTAGE MI 49002

SHIP TO

HEALTH AND HUMAN RESOURCES  
 BPH - NUTRITION SERVICES (WIC)  
 C/O DHHR MATERIALS MANAGEMENT  
 900 BULLITT STREET  
 CHARLESTON, WV  
 25301 304-558-3417

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
03/07/2012	Net 30 days ARO	UPS	Delivered	Pre paid and Added
BID OPENING DATE: 04/05/2012		BID OPENING TIME		01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
THE STATE OF WEST VIRGINIA AND ITS AGENCY THE DEPARTMENT OF HEALTH AND HUMAN RESOURCES (DHHR), BUREAU FOR PUBLIC HEALTH (BPH) NUTRITION SERVICES REQUESTS A ( ENTERPRISES EASY-GLIDE BEARING TOMETERS AND ADULT STADIOMETERS						
**BID OPENING: APRIL 5, 2012 @ LOCATION: PURCHASING DIVISION, 2019 WASHINGTON STRI CHARLESTON, WV 25305						
001	55	EA		780-60		1,505. <sup>00</sup>
PROSPECTIVE ENTERPRISES EASY-GI METER, MODEL PE-RILB-BRG2 (OR EQUAL) PER ATTACHED SPECS						
002	7	EA		780-60	\$294. <sup>00</sup>	\$2,058. <sup>00</sup>
PROSPECTIVE ENTERPRISES LIGHTWEIGHT FOLD-UP INFANTO-METER, MODEL PE-RILB-LTWT (OR EQUAL) PER ATTACHED SPECS						

*WV  
 Convenience  
 Copy*

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE: *Melissa Field* TELEPHONE: 800-323-7452 DATE: 3/26/12  
 TITLE: Vice President FEIN: 38-2561246 ADDRESS CHANGES TO BE NOTED ABOVE

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



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003	62	EA		780-60	\$ 414. <sup>00</sup>	\$ 25,668. <sup>00</sup>
PROSPECTIVE ENTERPRISES ADULT EASY GLIDE BEARING  STADIOMETER MODEL PE-WM-60-75-BRG2 (OR EQUAL) PER ATTACHED SPECS						
004	1	JB		780-60		
SHIPPING AND HANDLING  <i>241 packages</i> <i>IF Shipped loose to one location to be hand carried into facility individually by UPS driver: \$1,600.<sup>00</sup></i> <i>OR Shipped palletized to one location if product can be received at a loading dock - Semi height \$690.<sup>00</sup></i>						
CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN NOTICE TO THE VENDOR IF THE COMMODITIES AND/OR SERVICES SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM TO THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN.						
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.						
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						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>[Signature]</i>	TELEPHONE 800-323-7452	DATE 3-26-12
TITLE Vice President	FEIN 38-2561246	ADDRESS CHANGES TO BE NOTED ABOVE

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DATE PRINTED 03/07/2012	TERMS OF SALE Net 30 Days ARO	SHIP VIA UPS	F.O.B. Delivered	FREIGHT TERMS Prepaid and Added
BID OPENING DATE: 04/05/2012		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
ELECTRONIC MEDIUM SUCH AS CD-ROM. NOTICE A SIGNED BID MUST BE SUBMITTED TO: DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION BUILDING 15 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305-0130 THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED: SEALED BID BUYER: ROBERTA WAGNER/FILE 22 RFQ. NO.: WIC12124 BID OPENING DATE: APRIL 5, 2012 BID OPENING TIME: 1:30 PM **A CONVENIENCE COPY WOULD BE APPRECIATED. PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID: ----- CONTACT PERSON (PLEASE PRINT CLEARLY): <i>Kristen Bare,            Accounts Mgr.</i>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS			
SIGNATURE <i>[Signature]</i>	TELEPHONE 800-323-7452	DATE 3-26-12	
TITLE Vice President	FEIN 38-2561246	ADDRESS CHANGES TO BE NOTED ABOVE	

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<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.</p> <p>THE MODEL/BRAND/SPECIFICATIONS NAMED HEREIN ESTABLISH 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>PURCHASING CARD ACCEPTANCE: THE STATE OF WEST VIRGINIA CURRENTLY UTILIZES A VISA PURCHASING CARD PROGRAM WHIC 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>INQUIRIES:            WRITTEN QUESTIONS SHALL BE ACCEPTED THROUGH CLOSE OF BUSINESS ON 03/20/2012. 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-MAI</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Robert Wagner</i>	TELEPHONE 800-323-7452	DATE 3-26-12
TITLE Vice President	FEIN 38-2561246	ADDRESS CHANGES TO BE NOTED ABOVE

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<p>QUESTIONS ARE PREFERRED. ADDRESS INQUIRIES TO:            ROBERTA WAGNER            DEPARTMENT OF ADMINISTRATION            PURCHASING DIVISION            2019 WASHINGTON STREET, EAST            CHARLESTON, WV 25311            FAX: (304) 558-4115            E-MAIL: ROBERTA.A.WAGNER@WV.GOV</p>						
<p>***** THIS IS THE END OF RFQ WIC12124 ***** TOTAL:</p>						<p>IF must be hand carried into facility            \$ 50,831.<sup>00</sup> *</p> <p>OR</p> <p>\$ 49,921.<sup>00</sup> *</p> <p>If can be received on pallets at Semi-truck-height loading dock</p>
<p>* Please note that, if the State is able/willing to pay with a check instead of a credit card and within 30 days after receipt of order, it may deduct 3% from the total invoice amount. None the less, we are able to accept your credit card for the amount quoted.</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>[Signature]</i>	TELEPHONE 800-323-7452	DATE 3-26-12
TITLE V. President	FEJ# 38-2561246	ADDRESS CHANGES TO BE NOTED ABOVE

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WIC12124 PRODUCT SPECIFICATIONS

- 1) Perspective Enterprises Easy-Glide Bearing Infantometer  
Model PE-RILB-BRG2 (or equal)
  - \*Board must be made of laminated vinyl
  - \*Head and foot pieces must be polycarbonate
  - \*Minimum measuring range 5" to maximum 39"
  - \*Must have capability to support maximum of 50 pounds
  - \*Must have double bearing-mounted foot piece
  - \*Must have fixed head piece
  - \*Must display "Read Here" mark, offset on transparent foot piece
  - \*Overall size must be maximum 46-1/2" x 12" x 8-3/4"
  
- 2) Perspective Enterprises Lightweight Infantometer  
Model PE-RILB-LTWT (or equal)
  - \*Measurement range minimum 5" to maximum 37"
  - \*Must be made of durable plastic
  - \*Must include vinyl carrying case
  - \*Must have the capability to fold
  - \*Must have the capability to support maximum 40 pounds
  - \*Overall size must be maximum 42" x 12" x 6-3/4"
  
- 3) Perspective Enterprises Easy Glide Bearing Stadiometer  
Model PE-WM-60-75-BRG2
  - \*Must have double bearing-mounted head piece
  - \*Measurement range must be minimum 27-5/8" to 76" maximum
  - \*Board must be laminated vinyl
  - \*Head piece must be polycarbonate
  - \*Must display "Read Here" marks, offset on transparent head piece
  - \*Must have positioning knob to immobilize head piece when not in use
  - \*Overall size must be maximum 84" x 10" x 9-3/4"

Delivery and Shipping Requirements

- \*Delivery must be made 30 days ARO
- \*Inside delivery required

→ can this order be palletized  
and delivered by truck to a  
semi-truck-height loading dock?  
If yes, freight will be only \$690<sup>00</sup>

**\*Vendor must deliver to WVDHHR Warehouse, 900 Bullit Street,  
Charleston WV, within thirty (30) days upon receipt of order.  
Freight Terms: FOB Destination**

✓OK  
mmr

**Bid Evaluation**

**The Office of Nutrition Services will evaluate bids based on the total cost and award to the lowest bidder which meets specifications. Payment will be made in arrears upon 100% acceptance by the agency.**

WIC12124  
Price Quotation Sheet

ITEM	Quantity	UOM	Unit Price	Extended Price
Prospective Enterprises Easy-Glide Bearing Infantometer Model PE-RILB-BRG2 (or equal)	55	Each	\$ 391. <sup>00</sup>	\$ 21,505. <sup>00</sup>
Prospective Enterprises Lightweight Fold Up Infantometer Model PE-RILB-LTWT (or equal)	7	Each	\$ 294. <sup>00</sup>	\$ 2,058. <sup>00</sup>
Prospective Enterprises Adult Easy Glide Bearing Stadiometer Model PE-WM-60-75-BRG2 (or equal)	62	Each	\$ 414. <sup>00</sup>	\$ 25,668. <sup>00</sup>
Shipping and Handling	1	Job	\$ 1600. <sup>00</sup> <del>690.<sup>00</sup></del>	\$ 1600. <sup>00</sup> <del>690.<sup>00</sup></del> *
Total Extended Price				\$ 50,831. <sup>00</sup> <del>49,921.<sup>00</sup></del> *

\* \$1600 is freight price if delivery driver must hand carry 241 boxes into facility.  
\* \$690 is freight price if you can receive product palletized at a semi-truck-height loading dock. UPS freight driver does deliver with his own pallet mover to remove pallets from the truck for you.

Award will be made to successful low bid vendor meeting specifications. Invoice will be submitted by vendor in whole upon receipt of goods.

Vendor Name Perspective Enterprises Inc.

Vendor Contact Melisa Riehl

Vendor Telephone 800-323-7452

Vendor Fax 269-327-0837

Contact E-mail pepdc@perspectiveent.com

Remit to address PO Box 670

Portage MI 49081-0670

# 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: Perspective Ent.

Signed: [Signature]

Date: 3/26/12

Title: VP

*No preference claimed / requested*

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

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 instrumentality established by a county or municipality; any separate corporation or instrumentality 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: Perspective Enterprises

Authorized Signature: [Signature] Date: 3-27-12

State of Michigan

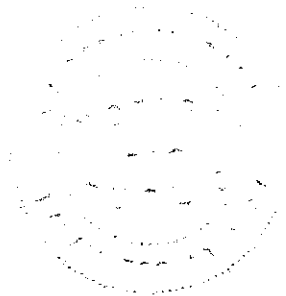
County of Kalamazoo, to-wit:

Taken, subscribed, and sworn to before me this 27 day of March, 2012.

My Commission expires March 3, 2013.

**AFFIX SEAL HERE**

**NOTARY PUBLIC** Kristen M Bare



KRISTEN M. BARE  
NOTARY PUBLIC, STATE OF MI  
COUNTY OF KALAMAZOO  
MY COMMISSION EXPIRES Mar 3, 2013  
ACTING IN COUNTY OF