



The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at ***wvOASIS.gov***. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at ***WVPurchasing.gov*** with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

## Header 1

## General Information

[Contact](#)[Default Values](#)[Discount](#)[Document Information](#)

Procurement Folder: 430222

Procurement Type: Central Purchase Order

Vendor ID: 

Legal Name: WYSONG ENTERPRISES INC

Alias/DBA:

Total Bid: \$252,960.00

Response Date: Response Time: 

SO Doc Code: CRFQ

SO Dept: 0215

SO Doc ID: AVN1800000001

Published Date: 3/16/18

Close Date: 3/29/18

Close Time: 13:30

Status: Closed

Solicitation Description:



| Line | Comm Ln Desc                                      | Qty     | Unit Issue | Unit Price       | Ln Total Or Contract Amount |
|------|---|---------|------------|------------------|-----------------------------|
| 1    | Lump sum cost to remove and install new equipment | 1.00000 | LS         | \$252,960.000000 | \$252,960.00                |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 78181800  |              |               |         |

**Extended Description :** Vendors please fill out the Exhibit A Pricing Page and submit with your bid. Section B and C of the Exhibit A - Pricing Page is for evaluation purposes only and this amount will not be included in the award total.



Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

State of West Virginia  
 Request for Quotation  
 33 - Service - Misc

Proc Folder: 430222

Doc Description: Addendum 1 - Equipment Upgrades Bell Helicopter

Proc Type: Central Purchase Order

| Date Issued | Solicitation Closes    | Solicitation No         | Version |
|-------------|------------------------|-------------------------|---------|
| 2018-03-16  | 2018-03-29<br>13:30:00 | CRFQ 0215 AVN1800000001 | 2       |

**BID RECEIVING LOCATION**

BID CLERK  
 DEPARTMENT OF ADMINISTRATION  
 PURCHASING DIVISION  
 2019 WASHINGTON ST E  
 CHARLESTON WV 25305  
 US

**VENDOR**

Vendor Name, Address and Telephone Number:

Wysong Enterprises, Inc.  
 2695 Highway 75  
 Blountville, TN 37617  
 423-325-6900

**FOR INFORMATION CONTACT THE BUYER**

Linda B Harper  
 (304) 558-0468  
 linda.b.harper@wv.gov

Paul Schreuder, Director of Operations

Signature X

FEIN # 62-1381242

DATE 03-27-2018

All offers subject to all terms and conditions contained in this solicitation

**ADDITIONAL INFORMATION:**

Addendum 1 issued for the following reasons:

1. To extend the Question Deadline Date and Time to Tuesday, March 20, 2018, 4:00 PM, and to extend the Bid Opening Date and Time to Thursday, March 29, 2018, 1:30 PM.
2. To publish a copy of the Mandatory Pre-Bid Sign-In Sheet.

No other changes

| INVOICE TO   |  | SHIP TO   |  |
|--|--|---|--|
| DEPARTMENT OF ADMINISTRATION<br>AVIATION DIVISION<br>502 EAGLE MOUNTAIN RD<br>CHARLESTON WV25311<br>US |  | DEPARTMENT OF ADMINISTRATION<br>AVIATION DIVISION<br>502 EAGLE MOUNTAIN RD<br>CHARLESTON WV 25311<br>US |  |

| Line | Comm Ln Desc                                      | Qty     | Unit Issue | Unit Price | Total Price |
|------|---|---------|------------|------------|-------------|
| 1    | Lump sum cost to remove and install new equipment | 1.00000 | LS         |            |             |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 78181800  |              |               |         |

**Extended Description :**

Vendors please fill out the Exhibit A Pricing Page and submit with your bid. Section B and C of the Exhibit A - Pricing Page is for evaluation purposes only and this amount will not be included in the award total.

**SCHEDULE OF EVENTS**

| <u>Line</u> | <u>Event</u>                      | <u>Event Date</u> |
|-------------|-----------------------------------|-------------------|
| 1           | Mandatory Pre-Bid Meeting 1:00 PM | 2018-03-15        |
| 2           | Question Deadline 4:00 PM         | 2018-03-20        |

|                     |                                |   |                              |
|---------------------|--------------------------------|---|------------------------------|
| <b>AVN180000001</b> | <b>Document Phase</b><br>Final | <b>Document Description</b><br>Addendum 1 - Equipment Upgrades Bell<br>Helicopter | <b>Page 3</b><br><b>of 3</b> |
|---------------------|--------------------------------|---|------------------------------|

**ADDITIONAL TERMS AND CONDITIONS**

See attached document(s) for additional Terms and Conditions

**DESIGNATED CONTACT:** Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.

Paul Schreuder

(Name, Title)  
Paul Schreuder, Director of Operations

(Printed Name and Title)  
2695 Highway 75, Blountville, TN 37617

(Address)  
423-325-6900 423-325-6905

(Phone Number) / (Fax Number)  
pschreuder@wysongusa.com

(email address)

**CERTIFICATION AND SIGNATURE:** By signing below, or submitting documentation through wvOASIS, I certify that I have reviewed this Solicitation in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that I am authorized by the vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

Wysong Enterprises, Inc.

(Company)

Paul Schreuder Paul Schreuder, Director of Operations

(Authorized Signature) (Representative Name, Title)

Paul Schreuder, Director of Operations

(Printed Name and Title of Authorized Representative)

03-27-2018

(Date)

423-325-6900 423-325-6905

(Phone Number) (Fax Number)



ADDENDUM ACKNOWLEDGEMENT FORM  
SOLICITATION NO.:

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

Addendum Numbers Received:

*(Check the box next to each addendum received)*

- |  |  |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6  |
| <input type="checkbox"/> Addendum No. 2            | <input type="checkbox"/> Addendum No. 7  |
| <input type="checkbox"/> Addendum No. 3            | <input type="checkbox"/> Addendum No. 8  |
| <input type="checkbox"/> Addendum No. 4            | <input type="checkbox"/> Addendum No. 9  |
| <input type="checkbox"/> Addendum No. 5            | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

Wysong Enterprises, Inc.

Company

Paul Schreuder

Paul Schreuder

Authorized Signature

03-26-2018

Date

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.

# Exhibit A - Pricing Page

Bell 206III, SN 3138 (N6WV)

CRFQ: AVN 18000001

Vendor: Wysong Enterprises, Inc.

Vendors must complete this form in its entirety in lieu of submitting other quote forms.  
Submitted form should be provided in a legible form. (Typewritten form preferred.)

| <b>Section A:</b>   |  |                 |                    |                     |
|---|--|-----------------|--------------------|---------------------|
| Item #1: Vendor is to provide the Lump Sum amount for removal of designated equipment in Section 4.1.1 and for the provision and installation of new equipment per Section 4.1.2  |  |                 |                    |                     |
| Item  | Description  | Unit of Measure | Estimated Quantity | Extended Cost       |
| 1   | Remove designated equipment in Section 4.1.1 and provide and install new equipment in Section 4.1.2. | Lump Sum        | 1                  | \$252,960.00        |
| <b>Section A:</b>   |  |                 |                    | \$252,960.00        |
| <b>Section B:</b>   |  |                 |                    |                     |
| Vendor to enter nautical miles (NM) below to calculate flight time to fly Round Trip from Yeager Airport (CRW) in Charleston, WV. Round Trip Cost Calculation will be based on the straight line distance of the vendor's facility from Yeager Airport (CRW) in Charleston, WV in nautical miles divided by aircraft nominal airspeed multiplied by the Agency's billing rate per hour multiplied by two.                                   |  |                 |                    |                     |
| Description   |  |                 |                    | Per Trip            |
| 120   | NM to vendor facility divided by 100 (KTAS) x \$600.00 (per hour) x 2 (roundtrip)                    |                 |                    | \$1,440.00          |
| <b>Section B:</b>   |  |                 |                    | \$1,440.00          |
| <b>Section C:</b>   |  |                 |                    |                     |
| Vendor to enter road mileage (RM) below to calculate travel time by car between Yeager Airport (CRW) in Charleston, WV and the vendor's facility. Mileage will be shortest distance between Yeager Airport (CRW) and the vendor's facility using Google Maps Driving Directions. 54.5 cents per mile is the current state of WV reimbursement mileage rate. Agency estimates making 4 trips to vendor during the 90 day period of contract. |  |                 |                    |                     |
| Description   |  |                 |                    | Per Trip            |
| 209   | RM to vendor facility x 54.5 cents per mile x 2 (roundtrip) x 4 (estimated number of trips)          |                 |                    | \$911.24            |
| <b>Section C:</b>   |  |                 |                    | \$911.24            |
| <b>Subtotal Section A:</b>  |  |                 |                    | <b>\$252,960.00</b> |
| <b>Subtotal Section B:</b>  |  |                 |                    | <b>\$1,440.00</b>   |
| <b>Subtotal Section C:</b>  |  |                 |                    | <b>\$911.24</b>     |
| <b>Total Bid:</b>   |  |                 |                    | <b>\$255,311.24</b> |

Vendors must fill out the Exhibit A - Pricing Page and submit with their bid.

\*Section B for evaluation purposes only, Section B amount will not be included in the award total.

\*Section C for evaluation purposes only, Section C amount will not be included in the award total.

REQUEST FOR QUOTATION  
**Avionics and Equipment Upgrades**  
Bell 206BIII, N6WV, SN: 3138

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**10 VENDOR DEFAULT:**

**10.1** The following shall be considered a vendor default under this Contract.

**10.1.1** Failure to perform Contract Services in accordance with the requirements contained herein.

**10.1.2** Failure to comply with other specifications and requirements contained herein.

**10.1.3** Failure to comply with any laws, rules, and ordinances applicable to the Contract Services provided under this Contract.

**10.1.4** Failure to remedy deficient performance upon request.

**10.2** The following remedies shall be available to Agency upon default.

**10.2.1** Immediate cancellation of the Contract.

**10.2.2** Immediate cancellation of one or more release orders issued under this contract.

**10.2.3** Any other remedies available in law or equity.

**11 MISCELLANEOUS:**

**11.1 Contract Manager:** During its performance of this Contract, Vendor must designate and maintain a primary contract manager responsible for overseeing Vendor's responsibilities under this Contract. The Contract manager must be available during normal business hours to address any customer service or other issues related to this Contract. Vendor should list its Contract manager and his or her contact information below.

**Contract Manager:** Paul Schreuder

**Telephone Number:** 423-325-6900

**Fax Number:** 423-325-6905

**Email Address:** pschreuder@wysongusa.com

MOTOROLA APX7000 VHF/UHF & NNTN7624 APX CHARGER MOUNTED ON CO-PILOT'S SIDE OF INSTRUMENT PANEL POWER CHARGER HAS LIT OVERLAY

DAVTRON M803 CLOCK

MOTOROLA APX7000 VHF/UHF & NNTN7624 APX CHARGER MOUNTED ON CO-PILOT'S SIDE OF INSTRUMENT PANEL LIT DISPLAY AND TOP LTG

HOBBS RELOCATED  
LIT OVERLAY

NOTICE: NICKEL CADMIUM BATTERY HAS BEEN REPLACED WITH CONCORDE VALVE REGULATED SEALED LEAD ACID BATTERY. BATTERY TEMPERATURE AND/OR CURRENT MONITORING SYSTEMS ARE DISCONNECTED.

STL SPIDER 3 LIT DISPLAY

GARMIN G500H

IPAD PRO (10 INCH) MOUNTED ON RAM MOUNT WITH DOCKING STATION AND AIRCRAFT POWER

CELL POWER INDICATOR P/N MS25041-10

CELL POWER ON-OFF SWITCH

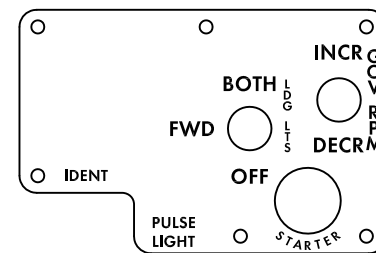
ARTEX ELT REMOTE

JUPITER JA94-N02A AUDIO PANEL OEM NVIS

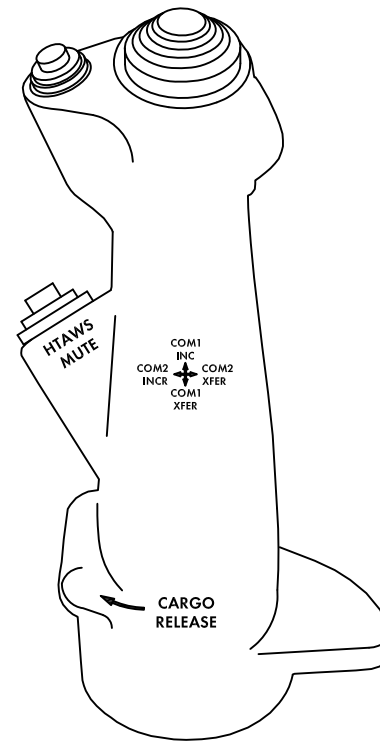
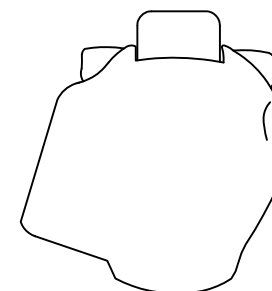
GARMIN GTN750 OEM NVIS (GTX345R MOUNTED TO TOP OF TRAY)

GARMIN GNC255 NAV/COM

JUPITER JA74-001 DUAL CHARGING PORT



COLLECTIVE LAYOUT



CYCLIC LAYOUT

PROPRIETARY INFORMATION

UNLESS OTHERWISE SPECIFIED, DIMENSIONS IN INCHES. TOLERANCES: DECIMAL: X=±0.10, XX±0.03, XXX=±0.010, ANG=±1/2°; FRACT=±1/32; RIVET ±1 GRIP.



**WYSONG ENTERPRISES, INC.**  
P.O. BOX 1083 BLOUNTVILLE, TN

|  |         |              |
|--|---------|--------------|
| TITLE: BHT 206B S/N 3138 N6WV PROPOSAL |         |              |
| DWG NO: STATE OF WEST VIRGINIA         | REV: -  |              |
| SCALE: NTS                             | 3-13-18 | SHEET 1 OF 1 |

STATE OF WEST VIRGINIA  
Purchasing Division

**PURCHASING AFFIDAVIT**

**CONSTRUCTION CONTRACTS:** Under W. Va. Code § 5-22-1(i), the contracting public entity shall not award a construction contract to any bidder that is known to be in default on any monetary obligation owed to the state or a political subdivision of the state, including, but not limited to, obligations related to payroll taxes, property taxes, sales and use taxes, fire service fees, or other fines or fees.

**ALL OTHER CONTRACTS:** Under W. Va. Code §5A-3-10a, 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: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

**EXCEPTION:** The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. 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.

**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.

**"Employer default"** means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

**"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.

**AFFIRMATION:** By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (W. Va. Code §61-5-3) that: (1) for construction contracts, the vendor is not in default on any monetary obligation owed to the state or a political subdivision of the state, and (2) for all other contracts, that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

**WITNESS THE FOLLOWING SIGNATURE:**

Vendor's Name: Wysong Enterprises, Inc.

Authorized Signature: Paul Schreuder Paul Schreuder Date: 3-27-2018

State of Missouri

County of Jackson, to-wit:

Taken, subscribed, and sworn to before me this 27 day of March, 2018.

My Commission expires 4-21-21, 20  .

AFFIX SEAL HERE



NOTARY PUBLIC Elizabeth Ann Farris  
Purchasing Affidavit (Revised 07/07/2017)

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## Corporate Resume Summary

Wysong Enterprises, Inc. was incorporated in February of 1989 by Mr. Stephen Wysong. Already having 15 years of avionics experience, which included the opening of the avionics department of Edwards & Associates (currently Bell Helicopter – Piney Flats), Mr. Wysong saw the opportunity to match his technical expertise with a growing need of television news broadcasters. While nothing was faster or more effective than a live, aerial feed from a helicopter hovering over the scene, the typical ship at that time was lacking the technical capability for the tasks desired by the media industry.

Mr. Wysong's knowledge of helicopter systems and electronics, along with his unmatched commitment to customer service, positioned Wysong to become the industry leader in the field of complex video and audio integrations on helicopters. Throughout our 25 year history Wysong has performed more than 175 such integrations on law enforcement and television news helicopters. Wysong Enterprises, a FAA 145 Repair Station since 1996, currently holds 4 FAA Supplemental Type Certificates (STC's) for products created to support and enhance airborne video and audio communications. These custom solutions fly proudly today benefitting both law enforcement as well as broadcast providers.

Wysong Enterprises is conveniently located on the south general aviation ramp at the Tri-Cities Regional Airport (KTRI). The Tri-Cities Airport is served by Delta, US Airways, and Allegiant Airlines. Wysong is also conveniently located 6 nautical miles from the Bell Helicopter acceptance facility in Piney Flats, TN.



The beautiful, rugged terrain of the Appalachian Mountains provides the perfect test bed for advanced avionics systems such as radar altimeters, synthetic vision, obstacle, terrain and warning systems. Wysong is an approved sales and installation facility for leading avionics manufacturers including Garmin, Bendix / King / Honeywell, Sagem Avionics, Cobham, Genesys, Technisonic, and others.

Today, the Wysong team includes individuals with experience not only in helicopter modifications but also in CAD, CNC programming, and broadcast engineering to offer our clients dependable equipment integrations on their law enforcement platforms. Mr. Wysong continues to be actively involved in the daily management and operations of Wysong Enterprises.





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Project Manager:

The project manager will serve as the point of contact and ensure that all work is performed to the specifications of West Virginia Aviation Division.

Paul Schreuder  
Sales Manager  
pschreuder@wysongusa.com  
423.325.6900  
Office location: Blountville, TN

Mr. Schreuder has 35 years of experience in aviation and marketing, and holds an Airline Transport Pilot Certificate for Rotorcraft-Helicopters and Multi-Engine Airplanes.

Other key Wysong personnel (all at the Blountville, TN location):

Steve Wysong  
President  
[steve@wysongusa.com](mailto:steve@wysongusa.com)

Rodney Wysong  
Vice-President  
[Rodney@wysongusa.com](mailto:Rodney@wysongusa.com)

Tom Irmeger  
Director Sales and Marketing  
tirmeger@wysongusa.com

Stephnie Branscomb  
FAA Coordinator  
stef@wysongusa.com

James McCoy  
Avionics Supervisor  
jmccoy@wysongusa.com

Bob Shepard  
Engineering Supervisor  
[bshepard@wysongusa.com](mailto:bshepard@wysongusa.com)





UNITED STATES OF AMERICA  
DEPARTMENT OF TRANSPORTATION  
FEDERAL AVIATION ADMINISTRATION

# Air Agency Certificate

*Number* W3ER617N

*This certificate is issued to*

**Wysong Enterprises, Inc.**

*whose business address is*

**2695 Highway 75  
Blountville, TN 37617**

*upon finding that its organization complies in all respects  
with the requirements of the Federal Aviation Regulations  
relating to the establishment of an Air Agency, and is  
empowered to operate an approved* **Repair Station**

*with the following ratings:*

- Limited Radio**
- Limited Instrument**
- Limited Airframe (04/04/2001)**
- Limited Powerplant (03/06/2008)**

*This certificate, unless canceled, suspended, or revoked,  
shall continue in effect* **INDEFINITELY**

*Date issued:*

**October 24, 1996**

*By direction of the Administrator*  
*Walter H. Bevan*

**WALTER H. BEVAN**

**MANAGER ACE-FSDO-19**

**This Certificate is not Transferable, AND ANY MAJOR CHANGE IN THE BASIC FACILITIES, OR IN THE LOCATION THEREOF,  
SHALL BE IMMEDIATELY REPORTED TO THE APPROPRIATE REGIONAL OFFICE OF THE FEDERAL AVIATION ADMINISTRATION**

*Any alteration of this certificate is punishable by a fine of not exceeding \$1,000, or imprisonment not exceeding 3 years, or both*

---

(References)

Georgia State Patrol  
Jeff Gehrlich  
1900 Airport Rd  
Kennesaw GA 30144  
jgehrlich@gsp.net  
770.528.5439

(1) Bell 407 Law Enforcement Completion, 2014

New York Police Dept.  
United States Dept of Justice  
c/o Helinet Technologies  
Ron Magocsi  
New York NY  
[rmagocsi@helinet.com](mailto:rmagocsi@helinet.com)  
917.929.8002

(2) Bell 412 Video Downlink Integration, 2012-2013  
(7) Bell 407 Law Enforcement Integration, 2011-2014

Charlotte Police Dept.  
Eric Kelley  
Charlotte NC  
wkelly@cmpd.org  
704.359.4623

(2) Bell 407 Law Enforcement Completion, 2012

Osceola County Sheriff  
George Freeman  
Kissimmee FL  
407.348.1100  
[gfree@osceola.org](mailto:gfree@osceola.org)

(3) Bell OH 58 Law Enforcement Completion, 2008-2010

New York City Dept. of  
Environmental Protection Police  
c/o Helicopter Flight Services  
John Kjekstad  
New York NY  
212.355.0801  
[johnkjekstad@yahoo.com](mailto:johnkjekstad@yahoo.com)

(1) Bell 407 Law Enforcement Completion, 2009