



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

State of West Virginia  
Centralized Request for Quote  
Equipment

Proc Folder: 1038010		Reason for Modification:	
Doc Description: ADDENDUM NO_1 Trailer Mounted Solar Powered Arrow Board		ADDENDUM NO_1 Vendor Questions and Responses	
Proc Type: Central Master Agreement			
Date Issued	Solicitation Closes	Solicitation No	Version
2022-05-17	2022-06-08 13:30	CRFQ 0803 DOT2200000172	2

**BID RECEIVING LOCATION**

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

06/08/22 12:22:32  
West Virginia Purchasing Division

**VENDOR**

Vendor Customer Code: 000000216146  
Vendor Name: American Signal Company  
Address: 2755  
Street: Bankers Industrial Dr.  
City: Atlanta  
State: GA Country: U.S.A. Zip: 30360  
Principal Contact: Seth Johnson  
Vendor Contact Phone: 404-978-5676 Extension:

**FOR INFORMATION CONTACT THE BUYER**

John W Estep  
304-558-2566  
john.w.estep@wv.gov

Vendor Signature X *Seth Johnson* FEIN# 58-1765732 DATE 05/17/2022

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

**ADDITIONAL INFORMATION**

ADDENDUM NO\_1

Addendum No\_1 issued to publish and distribute the attached information to the Vendor Community

**REQUEST FOR QUOTATION:**

The West Virginia Purchasing Division is soliciting bids on behalf of the West Virginia Division of Highways, Department of Transportation to establish an open-end contract for Trailer Mounted Solar Powered Arrow Board. Per the Bid Requirements, Specifications, Terms and Conditions attached to this Solicitation.

**INVOICE TO** **SHIP TO**

DIVISION OF HIGHWAYS EQUIPMENT DIVISION RT 33 83 BRUSHY ROAD CROSSING, PO BOX 610 BUCKHANNON WV US	DIVISION OF HIGHWAYS EQUIPMENT DIVISION 83 BRUSHY FORK RD CROSSING BUCKHANNON WV US
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Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Trailer Mounted Solar Powered Message Board	15.00000	EA		

Comm Code	Manufacturer	Specification	Model #
46161620			

**Extended Description:**  
Trailer Mounted Solar Powered Message Board

**SCHEDULE OF EVENTS**

Line	Event	Event Date
1	PREBID- Equipment Div. 10:30am Buckhannon WV	2022-05-26
2	Tech Questions due by 10:00am	2022-06-02

**SOLICITATION NUMBER: CRFQ DOT2200000172****Addendum Number: 1**

The purpose of this addendum is to modify the solicitation identified as CRFQ DOT2200000172 ("Solicitation") to reflect the change(s) identified and described below.

**Applicable Addendum Category:**

- Modify bid opening date and time
- Modify specifications of product or service being sought
- Attachment of vendor questions and responses
- Attachment of pre-bid sign-in sheet
- Correction of error
- Other

**Additional Documentation:**

Vendor Questions and Responses

Bid Opening remains 06/08/2022 at 1:30pm

**Terms and Conditions:**

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

**ADDENDUM FOR PRE-BID****CRFQ 0803 DOT2200000172****TRAILER MOUNTED SOLAR POWERED ARROW BOARD**

The original language in contract will be listed first with question and answer to follow below.

1. 3.2.1.1 The vendor is responsible to furnish a full matrix trailer mounted solar powered message board light that is properly engineered and that confirms to all and any laws governing such equipment.

Answer: Yes, we will change this to read: The vendor is responsible to furnish a trailer mounted solar powered arrow board light that is properly engineered and that confirms to all and any laws governing such equipment.

**2. 3.2.4 Training:**

3.2.4.1 Manufacturers and/or dealers will be required to stage a thorough seminar on the subjects of Preventative Maintenance, Operator, and Mechanic Training. In order to keep operators and mechanics updated, the successful vendor shall conduct training sessions covering the operation, maintenance, trouble-shooting with each purchase order against this open end contract.

Manufacturers and/or dealers shall be required to furnish the Training Academy with one (1) Operator's Manual to be shipped direct to:

**WVDOH**  
Training Academy  
P.O. Box 610  
Buckhannon, West Virginia 26201

Prior to delivery of the pilot unit. Training seminar to be held at the WVDOT, Equipment Division, Buckhannon, WV.

**Question: Should Bidder Understand:**

**A. That there will be multiple PO's?**

**Answer: Yes there is a possibility of multiple PO's**

**B. That each PO will have its own delivery address? Multiple delivery sites will greatly complicate the delivery process and will add significant expense, if vendors must assume that there may be as many delivery addresses as units**

**Answer: All Deliveries will be to the WVDOT Equipment Division, 83 Brushy Fork Road Crossing, Buckhannon, WV.**

**C. That training will be required at all district shops that issue their own PO's? Multiple training sites will add significant expense, if vendors are forced assume that there may be as many delivery address as units.**

**Answer: All training is always done at the WVDOT Equipment Division, 83 Brushy Fork Road Crossing, Buckhannon, WV.**

**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.: CRFQ DOT2200000172**

**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 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.

American Signal Company  
Company

Seck Johnson  
Authorized Signature

05-17-2022  
Date

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

Received: 7704488970

Jun 8 2022 12:22pm

P007

06/08/2022 WED 11:25 FAX 770 448 8970 American Signal Fax

007/014

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Faded header information including sender and recipient details.

000000216146  
American Signal Company  
2755  
Bankers Industrial DR.  
Atlanta  
GA U.S.A. 30360

Seth Johnson  
404-978-5646

58-1765-732

06/08/2022

**ADDITIONAL INFORMATION**

**AGENDUM 11.12**

Addendum No. 2 issued to publish and distribute the attached information to the Vendor Community

**REQUEST FOR QUOTATION:**

The West Virginia Purchasing Division is soliciting bids on behalf of the West Virginia Division of Highways, Department of Transportation to establish an open-end contract for Trailer Mounted Solar Powered Arrow Board. For the Bid Requirements, Specifications, Terms and Conditions attached to this Solicitation.

INVOICE TO	SHIP TO
DIVISION OF HIGHWAYS EQUIPMENT DIVISION RT 33 83 BRUSHY ROAD CROSSING, PO BOX 010 BUCKHANNON WV	DIVISION OF HIGHWAYS EQUIPMENT DIVISION 83 BRUSHY FORK RD CROSSING BUCKHANNON WV
US	US

Line	Comm Ln Desc	Qty	Unit Measure	Unit Price	Total Price
1	Trailer Mounted Solar Powered Message Board	15.00000	EA		

Comm Code	Manufacturer	Specification	Model #
4621533			

**Extended Description:**

Trailer Mounted Solar Powered Message Board

**SCHEDULE OF EVENTS**

Line	Event	Event Date
1	RFQ #10 - Equipment Div. 16:00am Buckhannon WV	2022-05-26
2	Tech Questions due by 11:00am	2022-06-02



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Jun 8 2022 12:22pm P010 P010/014

Received: 7704489370 06/08/2022 WED 11:26 FAX 770 448 8970 American Signal Fax

# Pre-Bid Sign-In Sheet

Solicitation Number: CRFQ 0903 DOT2200000172  
 Date of Pre-Bid Meeting: May 26, 2022 10:30 A.M.  
 Location of Prebid Meeting: Buckhannon WV Equipment Division

Please Note:  
 Vendors must sign-in on this sheet to verify attendance at the Pre-Bid meeting.  
 Failure to legibly sign in may be grounds for declaring a vendor ineligible to bid.  
 For further verification, please also provide a business card if possible.

Firm Represented	Rep Name (Printed)	Firm Address	Telephone #	Fax #	Email
Ver-mac	Tommy Lockwood	3479 Pellak Dr. Conroe, TX 77385	336-250-0494	(48) 554-0517	tommy.lockwood@ver-mac.com
Mid Atlantic Maintenance	Camerson Morrison	3167 Southern Hwy Mineral Wells WJ 26150	304-964-4016	304-489-7211	cmorrison@midatlanticusa.com
Ver-mac	SEAN JOHNSON	2715 W. ... ... ... 31304	404-772-5340	770-448-8970	seanjohnson@ver-mac.com
Ver-mac	GARY	P.O. BOX 113 CHATHAM, GA 30712	304-544-5301	304-845-5305	gary@ver-mac.com
Ver-mac	BRADY	... ... ... 25322	...	...	brady@ver-mac.com

\*One Vendor Per Representative - No one individual is permitted to represent more than one vendor at the pre-bid meeting. Any individual that does attempt to represent two or more vendors will be required to select one vendor to which the individual's attendance will be attributed. The vendors not selected will be deemed to have not attended the pre-bid meeting unless another individual attended on their behalf.

Jun 8 2022 12:22pm P011 2011/014

Received: 7704489370  
06/08/2022 WED 11:26 FAX 770 448 8970 American Signal Fax

# Pre-Bid Sign-In Sheet

Solicitation Number: CRFQ 0803 DOT2200000172  
Date of Pre-Bid Meeting: May 26, 2022 10:30 A.M.  
Location of Prebid Meeting: Guckaham WV Equipment Division

Please Note:  
Vendors must sign-in on this sheet to verify attendance at the Pre-Bid meeting.  
Failure to legibly sign in may be grounds for declaring a vendor ineligible to bid.  
For further verification, please also provide a business card if possible.

Firm Represented:	Rep Name (Printed):	Firm Address:	Telephone #:	Fax #:	Email:
	John Hill	Guckaham	304-471-0149		john.hill@american-signal.com
	Jo Miller		304-471-0149		jo.miller@american-signal.com
	Jordan Cochran	Guckaham	304-471-0149		jordan.cochran@american-signal.com

\*One Vendor Per Representative - No one individual is permitted to represent more than one vendor at the pre-bid meeting. Any individual that does attempt to represent two or more vendors will be required to select one vendor to which the individual's attendance will be attributed. The vendors not selected will be deemed to have not attended the pre-bid meeting unless another individual attended on their behalf.

OFFICE (304) 346-5301  
(800) 640-8245



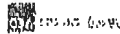
**WEST VIRGINIA  
TRADE SHOW COMPANY**

www.wvtrade.com

**GARY W. CRADY**  
PRESIDENT  
Cell (804) 546-8368

P. O. BOX 473  
214 VIRGINIA ST. W.  
CHARLES, WV 26302-0473

wvtrade@wvtrade.com



**Beth Johnson**

Regional Sales Manager



Office: 770.448.8970 ext. 112

Mobile: 404.979.5648

Fax: 770.448.8970

Email: bjohnson@amsig.com

AMERICAN SIGNAL COMPANY

2755 Frankers Industrial Dr. Atlanta GA 30386 | [amsig.com](http://amsig.com)



**NATIONAL CAPITAL  
INDUSTRIES®**

**Joe Senddorfer**

Sales Manager

Bids / Estimating

Construction Materials  
Digging, Safety & PPS Products  
General Tools & Supplies

Cell 410.644.8500

Cell 301.743.2234

[jsenddorfer@natinca.com](mailto:jsenddorfer@natinca.com)

**TOMMY LOCKWOOD**

SOUTHEAST REGIONAL SALES MANAGER

291 WIRCHHIDE DR., KERNERSVILLE, NC 27284

336.260.0494

1.888.488.7446

[TOMMY.LOCKWOOD@VER-MAC.COM](mailto:TOMMY.LOCKWOOD@VER-MAC.COM)

[WWW.VER-MAC.COM](http://WWW.VER-MAC.COM)



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American Signal Company

*[Handwritten signature]*

06-08-2022

Jun 8 2022 12:23pm P014 0014/014

Received: 770448970 American Signal Fax  
06/08/2022 WED 11:26 FAX 770 448 8970

### Exhibit A

### Trailer Mounted Solar Powered Arrow Board

Item No.	Description:	Make/Model & Year	Estimated Unit Quantity	Unit Price	Item Total Cost
1	Trailer Mounted Solar Powered Arrow Board	American Signal Company T-815 2022	15	\$5,500.00	\$82,500.00
<b>Total Bid Cost</b>					<b>\$82,500.00</b>

#### Vendor Information

Company Name: American Signal Company  
 Contract Manager: Seth Johnson  
 Address: 2755 Bankers Industrial St  
 Atlanta, GA 30360  
 Phone: 770-448-6650  
 Fax: 770-448-8970  
 Email: sjohnson@amsig.com  
 Signature: *Seth Johnson*