

RFQ COPY

Phil Hodgson

TYPE NAME/ADDRESS HERE

1401 East 17th Ave. Columbus, OH 43211

The Watkins Printing Company

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

Request for

KFU NUMBER	77.35
DNR209126	

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11	.

FRANK WHITTAKER 104-558-2316

DIVISION OF NATURAL RESOURCES SEE SPECIFICATIONS FOR DELIVERY REQUIREMENTS

ADDRESS CORRESPONDENCE TO ATTENTION OF

DATE PRINTED TERMS OF SALE SHIP VIA FOB. 02/25/2009 BID OPENING DATE: BID OPENING TIME 03/12/2009 ITEM NUMBER UOP UNIT PRICE AMOUNT IINF QUANTITY **966-50** 0001 ĖΑ 7 PRINTING: BOOKS, CATALOGS, MAGAZINES, PAMPHLETS, ETC THE WEST VIRGINIA PURCHASING DIVISION, FOR THE AGENCY, THE WEST VIRGINIA DIVISION OF NATURAL RESOURCES IS SOLICITING BIDS FROM RESPONSIBLE VENDORS FOR THE QUARTERLY PRINTING AND MAILING OF THE WEST VIRGINIA WILDLIFE MAGAZINE" PER THE ATTACHED SPECIFICATIONS. EXHIBIT 3 THIS CONTRACT BECOMES EFFECTIVE ON LIFE OF CONTRACT: EAR OR UNTIL SUCH "REASONABLE TIME" THEREAFTER AS IS MECESSARY TO OBTAIN A NEW CONTRACT OR RENEW THE THE "REASONABLE TIME" PERIOD SHALL ORIGINAL CONTRACT! NOT EXCEED TWELVE (12) MONTHS. DURING THIS "REASONABLE 'IME" THE VENDOR MAY TERMINATE THIS CONTRACT FOR ANY REASON UPON GIVING THE DIRECTOR OF PURCHASING 30 DAYS WRITTEN NOTICE. RECEIVED UNLESS SPECIFIC PROVISIONS ARE STIPULATED ELSEWHERE in this contract pocument, the terms, conditions and PRICING SET HEREIN ARE FIRM FOR THE LIFE OF THE 2009 MAR 12 A 8: 05 1 CONTRACT. PURCHASING DIVISION RENEWAL: THIS CONTRACT MAY BE RENEWED UPON THE MUTUAL STATE OF WY 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 SEE REVERSE SIDE FOR TERMS AND CONDITIONS TELEPHONE 614-297-8270 ADDRESS CHANGES TO BE NOTED ABOVE <u>31-4369701</u>

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. All quotations are governed by the West Virginia Code and the Legislative Rules of the Purchasing Division.
- 4. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125 fee.
- 5. 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.
- Payment may only be made after the delivery and acceptance of goods or services.
- 7. Interest may be paid for late payment in accordance with the West Virginia Code.
- 8. Vendor preference will be granted upon written request in accordance with the West Virginia Code.
- 9. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
- 10. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
- 11. The laws of the State of West Virginia and the Legislative Rules of the Purchasing Division shall govern all rights and duties under the Contract, including without limitation the validity of this Purchase Order/Contract
- 12. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
- 13. BANKRUPTCY: In the event the vendor/contractor files for bankruptcy protection, this Contract may be deemed null and vold, and terminated without further order.
- 14. HIPAA BUSINESS ASSOCIATE ADDENDUM: The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, and available online at the Purchasing Division's web site (http://www.state.wv.us/admin/purchase/vro/hipaa.htm) 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.
- 15. WEST VIRGINIA ALCOHOL & DRUG-FREE WORKPLACE ACT: If this Contract constitutes a public improvement construction contract as set forth in Article 1D, Chapter 21 of the West Virginia Code ("The West Virginia Alcohol and Drug-Free Workplace Act"), then the following language shall hereby become part of this Contract: The contractor and its subcontractors shall implement and maintain a written drug-free workplace policy in compliance contractor and its subcontractors shall implement and maintain a written drug-free workplace policy in compliance with the West Virginia Alcohol and Drug-Free Workplace Act, as set forth in Article 1D, Chapter 21 of the West Virginia Code. The contractor and its subcontractors shall provide a swom statement in writing, under the penalties of penjury, that they maintain a valid drug-free work place policy in compliance with the West Virginia and Drug-Free Workplace Act. It is understood and agreed that this Contract shall be cancelled by the awarding authority if the Contractor: 1) Fails to implement its drug-free workplace policy; 2) Fails to provide information regarding implementation of the contractor's drug-free workplace policy; at the request of the public authority; or 3) Provides to the public authority false information regarding the contractor's drug-free workplace policy."

INSTRUCTIONS TO BIDDERS

- 1. Use the quotation forms provided by the Purchasing Division.
- 2. SPECIFICATIONS: Items offered must be in compliance with the specifications. 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. Any deviation from the
- 3. Complete all sections of the quotation form
- 4. Unit prices shall prevall in case of discrepancy.
- 5. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
- 6. BID SUBMISSION: 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



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

Request for REGNUMBER Quotation

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FRANK WHITTAKER 304-558-2316

DIVISION OF NATURAL RESOURCES SEE SPECIFICATIONS FOR DELIVERY REQUIREMENTS

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Phil Hodgson The Watkins Printing Company 1401 East 17th Ave. Columbus, OH 43211

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

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Request for

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FREIGHT TERMS

ADDRESS CORRESPONDENCE TO ATTENTION OF:

FRANK WHITTAKER <u> 804-558-2316-</u>

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Phil Hodgson The Watkins Printing Company 1401 East 17th Ave. Columbus, OH 43211

DIVISION OF NATURAL RESOURCES SEE SPECIFICATIONS FOR DELIVERY REQUIREMENTS

FOB

02/25/2009 BID OPENING DATE: BID OPENING TIME 01:30PM 03/12/2009 UOP TEM NUMBER UNIT PRICE AMOUNT: QUANTITY 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 ELECTRONIC MEDIUM SUCH AS CD-ROM. REV. 04/11/2001 EXHIBIT 6 PRICE ADJUSTMENT PROVISION: THE STATE OF WEST VIRGINIA WILL ONLY CONSIDER PRICE ADJUSTMENTS AT THE TIME OF CONTRACT RENEWAL. PROVIDED THAT SUCH PRICE ADJUSTMENT COVERS BOTH UPWARD AND DOWNWARD MOVEMENT OF THE COMMODITY PRICE AND THAT ADJUSTMENT IS BASED ON THE "PASS THROUGH" INCREASE OR DECREASE OF RAW MATERIALS AND OR LABOR, WHICH MAKE UP ALL OR A \$UBSTANTIAL PART OF A PRODUCT. ADJUSTMENTS ARE TO BE BASED UPON AN ACTUAL DOLLAR FIGURE, NOT A PERCENTAGE. LL PRICE ADJUSTMENT REQUESTS MUST BE \$UBSTANTIATED IN MANNER ACCEPTABLE TO THE DIRECTOR PURCHASING, E.G. COVERNMENTAL BENCH MARKS, GENERAL MARKET INCREASE, SUCH REQUESTS FOR AND INCREASE PUBLISHED PRICE LISTS. SHOULD BE RECEIVED IN WRITING BY THE DIRECTOR OF PURCHASING AT LEAST 30 DAYS IN ADVANCE OF THE EFFECTIVE ANY TIME THE VENDOR REQUESTS A DATE OF THE INCREASE. PRICE ADJUSTMENT, THE PURCHASING DIVISION MAY EITHER CCEPT THE PRICE ADJUSTMENT AND AMEND THE CONTRACT CCORDINGLY OR REJECT THE ADUSTMENT IN ITS ENTIRETY AND CANCEL THE CONTRACT. SEE REVERSE SIDE FOR TERMS AND CONDITIONS TELEPHONE 3/10 ADDRESS CHANGES TO BE NOTED ABOVE



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

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Request for Quotation

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PAGE 4

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Phil Hodgson The Watkins Printing Company 1401 East 17th Ave. Columbus, OH 43211 DIVISION OF NATURAL RESOURCES
SEE SPECIFICATIONS FOR
DELIVERY REQUIREMENTS

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

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PURCHASE REQUISTION

Description: A magazine containing 28 pages, (24 inside pages, 4 cover pages), saddle-stitched. All pages will be four-color process. Published quarterly. Finished size will be 8-1/2" X 11" (variation of 1/8"-more or less of each dimension is allowable). High quality print job with tight registration.

General Specifications: Vendor must designate one contact person knowledgeable in all phases of printing procedures who will be responsible for seeing that all functions of magazine production and mailing are maintained under the terms of contract, and with whom magazine staff will work throughout production process to handle daily details or help resolve any problems which may arise. Prime contractor is responsible for successful performance of contract.

Overruns may be accepted but will not be paid for.

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Inside: 70# white recycled, gloss, coated book, Grade 2

Cover: 80# recycled white recycled, gloss, coated book, Grade 2

Vendor should specify paper manufacturer: Stora Opus

Prepress:

West Virginia Division of Natural Resources (DNR) or designated representative will provide a PC-formatted, computerized layout of publication on CD Rom in Adobe InDesign CS3. Electronic file of magazine could also be uploaded to vendor's FTP site. A laser mock-up of each issue will be mailed overnight to vendor Vendor is responsible for platform conversion of files if needed.

Printing:

All pages are four-color process. Pages will bleed all sides.

Proof:

Two four-color composite hard copy proofs of magazine, and one matchprint, chromalin or dylux hard copy proof of front & back covers. One proof and the chromalin proof (or equivalent) sent to Art Shomo, DNR Wildlife Resources Section, State Capitol Complex, Bldg. 3, Rm. 842, Charleston, WV 25305 for sign off. Second digital proof sent to Rita Kee, WV Dept. of Commerce Communications, 90 MacCorkle Ave., SW, South Charleston, WV 25303. Color proofs must be received by DNR within 5 calendar days of receipt of CDs or electronic file upload. DNR will return corrected proof within 3 working days. Overnight mailing of proofs to spending unit to be included in printing cost

PURCHASE REQUISITION

Binding/Packaging:

Publication will be trimmed and saddle-stitched. Boxes for drop shipment to Division of Tourism mail room must contain equal quantities and weigh not more than 30 pounds. Boxes must be labeled "West Virginia Wildlife" along with the issue (spring, summer, fall, winter and year) and quantity on outside of box.

Delivery

Vendor is responsible for and may subcontract for nationwide mailing of magazine to individual subscribers. DNR will maintain mailing list and provide electronic list of approximately 35,000 names and addresses in Excel file for each issue. Vendor to use ink-jet process or similar process to print mailing labels on back cover of magazine. Remainder of print run will be shipped to Division of Tourism mail 100m, 90 MacCorkle Ave., SW,. South Charleston, WV 25303. Pallet will be unloaded with fork lift by agency staff. Directions provided at time of delivery. Vendor must notify DNR of delivery date at least two working days in advance by calling Charleston office at 304-558-2771. Must meet all USPS procedures and rules.

Postage will be paid by vendor and reimbursed by DNR at actual cost. Must submit copy of freight invoice and USPS charges. Magazine to be mailed directly to all names on updated list for each issue according to following approximate schedule: Spring issue: early April; Summer issue - early July; Fall issue - early October; Winter issue - early January. Mailing and delivery must be completed within 15 calendar days of printer receiving editor's approval of final proof. Vendor will supply PDF of magazine with final changes to DNR within two weeks after printing. Vendor is to electronically store all material used in publication for life of contract.

SAMPLE(S) OF SIMILAR PUBLICATIONS PRINTED BY VENDOR SUPPLIED WITH BID QUOTATION OR PROVIDED UPON REQUEST.

WEST VIRGINIA WILDLIFE MAGAZINE PRICING PAGE

BID TOTAL MUSI CONSIST OF ANNUAL COST FOR PRINTING, BINDING, PACKAGING, LABELING, PRESORTING AND DELIVERING FOUR ISSUES TO POST OFFICE. TOTAL SHOULD ALSO INCLUDE COST OF MAILING PROOFS TO CUSIOMER PER INSTRUCTIONS.

Quantities listed below are for evaluation purposes only. Actual quantities purchased may vary

Quantity	Description	Price per 1,000	Amount total
40,000 per quarter	West Virginia Wildlife magazine	\$_350.00 X 40 =	\$ <u>14,000</u>

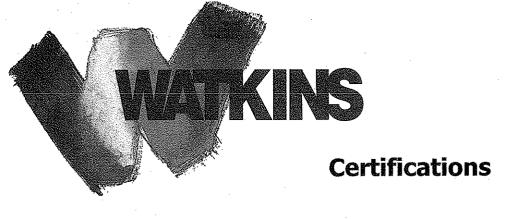
Price Per Hour

Hourly rate for alterations requested as a result of customer error.

\$ 75.00 X3 = \$ 225.00

Total Bid per quarter:

\$ 14,225.00



The Watkins Printing Company Awarded Environmental Certification

The Watkins Printing Company, an 85-year-old family owned Magazine and Publication printer, has announced it earned a prestigious certification from the Forest Stewardship Council (FSC). The third-party certification confirms The Watkins Printing Company's commitment to environmentally responsible business practices.

The Watkins Printing Company completed an audit and inspection from one of FSC's 12 certifiers serving the globe. FSC's model of certification allows products that flow from certified forests to enter the marketplace with a credential that is unique. Any FSC labeled product can be traced back to a certified source. This aspect of the system is the basis for any credible certification system and is the link between consumer preference and responsible, on the ground forest management.

The certification ensures that certain paper purchased by The Watkins Printing Company is segregated and documented as having originated in an FSC-certified forest, which allows the firm to produce environmentally responsible printed products by using the FSC certified paper. Watkins clients may now choose to use FSC certified paper and the FSC logo on their print products.

"We are excited to have earned the certification and happy to be doing our part to help in this initiative" explained Tamara Watkins Green and Eric M. Watkins, Co-Owners of The Watkins Printing Company.

The Watkins Printing Company is an 85-year-old, family-owned business producing magazines, catalogs, directories and newsletters for clients in more than 25 states. A more flexible organization, we focus our resources on the needs of our clients. From prepress to billing we make every effort to conduct business, as you would prefer. For more information visit www.watkinsprinting.com or our online publishing site at: digital.watkinsprinting.com

A more flexible organization, we focus our resources on the needs of our clients.

Communication directly with Ownership is customary in our organization. We make ourselves available in any capacity needed. A dedication to quality and quick turnaround time is what separates us from our larger web press competitors.

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 preced-
	ing 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.
requirer against or dedu	understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to continue to meet the ments for such preference, the Secretary may order the Director of Purchasing to: (a) reject the bid; or (b) assess a penalty such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency cted from any unpaid balance on the contract or purchase order.
authoriz the requirement	nission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and test the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid uired business taxes, provided that such information does not contain the amounts of taxes paid nor any other information by the Tax Commissioner to be confidential.
	penalty of law for false swearing (West Virginia Code, §61-5-3), Bidder hereby certifies that this certificate is true curate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate as during the term of the contract, Bidder will notify the Purchasing Division in writing immediately.
Bidder:	Signed:
Dofor	Title:

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

RFQ No	DNR	
	209126	

STATE OF WEST VIRGINIA Purchasing Division

PURCHASING AFFIDAVIT

VENDOR OWING A DEBT TO THE STATE:

West Virginia Code §5A-3-10a provides that: 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.

PUBLIC IMPROVEMENT CONTRACTS & DRUG-FREE WORKPLACE ACT:

If this is a solicitation for a public improvement construction contract, the vendor, by its signature below, affirms that it has a written plan for a drug-free workplace policy in compliance with Article 1D, Chapter 21 of the West Virginia Code The vendor must make said affirmation with its bid submission. Further, public improvement construction contract may not be awarded to a vendor who does not have a written plan for a drug-free workplace policy in compliance with Article 1D, Chapter 21 of the West Virginia Code and who has not submitted that plan to the appropriate contracting authority in timely fashion. For a vendor who is a subcontractor, compliance with Section 5, Article 1D, Chapter 21 of the West Virginia Code may take place before their work on the public improvement is begun

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 materials, 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

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, West Virginia Insurance Commission, or any other state agencies or political subdivision. Furthermore, 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.

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.

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 DOINGE ALLONDANIE

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The watering Drinting Company
Vendor's Name: The Watkins Printing Company
Vendor's Name: NC NOTKINS PRITITION OF Date: 3/11/09 Authorized Signature: Armanau Outhury Shew Date: 3/11/09
Purchasing Affidavit (Revised 01/01/09)