



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
7012EC05

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF:
PAUL REYNOLDS
304-558-0468

RFQ COPY

VENDOR

WORK AREA PROTECTION CORPORATION  
 P O BOX 4087  
 ST CHARLES IL 60174

SHIP TO

DIVISION OF HIGHWAYS  
 EQUIPMENT DIVISION  
 ROUTE 33  
 BRUSHY FORK ROAD  
 BUCKHANNON, WV  
 26201 304-472-1750

DATE PRINTED: 10/28/2011	TERMS OF SALE	SHIP VIA	F.O.B	FREIGHT TERMS
BID OPENING DATE: 11/22/2011		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
0001		EA		290-82	\$18,500.00	\$18,500.00
<p>FULL MATRIX TRAILER MOUNTED SOLAR POWERED MSG BOARD</p> <p>REQUEST FOR QUOTATION</p> <p>OPEN END CONTRACT</p> <p>THE WEST VIRGINIA STATE PURCHASING DIVISION FOR THE AGENCY, THE WEST VIRGINIA DIVISION OF HIGHWAYS IS SOLICITING BIDS FOR AN OPEN END CONTRACT TO PROVIDE FULL MATRIX TRAILER MOUNTED SOLAR POWERED MESSAGE BOARD PER THE ATTACHED SPECIFICATIONS.</p> <p>TECHNICAL QUESTIONS CONCERNING THIS SOLICITATION WILL BE RECEIVED THROUGH THE CLOSE OF THE MANDATORY PRE-BID MEETING. TECHNICAL QUESTIONS MUST BE SUBMITTED IN WRITING TO PAUL REYNOLDS WEST VIRGINIA STATE PURCHASING DIVISION. VENDORS MAY SUBMIT QUESTIONS PRIOR TO THE MANDATORY PRE-BID VIA MAIL AT THE ADDRESS LISTED IN THE BODY OF THIS RFQ, VIA FAX AT 304-558-4115, OR VIA EMAIL AT PAUL.REYNOLDS@WV.GOV. WRITTEN QUESTIONS WILL ALSO BE ACCEPTED DURING THE MANDATORY PRE-BID MEETING. DEADLINE FOR ALL TECHNICAL QUESTIONS IS THE CLOSE OF THE PRE-BID MEETING. ANY TECHNICAL QUESTIONS RECEIVED WILL BE ANSWERED BY FORMAL ADDENDUM TO BE ISSUED BY THE PURCHASING DIVISION AFTER THE MANDATORY PRE-BID MEETING. FOR YOUR CONVENIENCE A WORD DOCUMENT HAS BEEN ATTACHED FOR SUBMITTING TECHNICAL QUESTIONS</p> <p>MANDATORY PRE-BID</p> <p>A MANDATORY PRE-BID WILL BE HELD ON 11/09/11 AT 10:30AM 2019 WASHINGTON ST EAST, CHARLESTON, WV 25311. ALL</p>						

RECEIVED

2011 NOV 21 A 9:49

PURCHASING DIVISION  
STATE OF WV

SEE REVERSE SIDE FOR TERMS AND CONDITIONS			
SIGNATURE <i>Michael P. Robinson</i>	TELEPHONE 800-327-4417	DATE 11/17/11	
TITLE Vice President/Offc Mgr	FEIN 52-1488457	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.htm](http://www.state.wv.us/admin/purchase/vrc/hipaa.htm) and is hereby made part of the agreement. Provided that the Agency meets the definition of a Cover Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.
14. **CONFIDENTIALITY:** The vendor agrees that he or she will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the agency's policies, procedures, and rules. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in <http://www.state.wv.us/admin/purchase/privacy/noticeConfidentiality.pdf>.
15. **LICENSING:** Vendors must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, and the West Virginia Insurance Commission. The vendor must provide all necessary releases to obtain information to enable the director or spending unit to verify that the vendor is licensed and in good standing with the above entities.
16. **ANTITRUST:** In submitting a bid to any agency for the State of West Virginia, the bidder offers and agrees that if the bid is accepted the bidder will convey, sell, assign or transfer to the State of West Virginia all rights, title and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the State of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the State of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to the bidder.

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

---

### INSTRUCTIONS TO BIDDERS

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





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

# Request for Quotation

RFQ NUMBER  
7012EC05

PAGE  
2

ADDRESS CORRESPONDENCE TO ATTENTION OF:  
 PAUL REYNOLDS  
 304-558-0468

RFQ COPY

VENDOR

Work Area Protection Corporation  
 PO BOX 4087  
 ST CHARLES, IL 60174

SHIP TO

DIVISION OF HIGHWAYS  
 EQUIPMENT DIVISION  
 ROUTE 33  
 BRUSHY FORK ROAD  
 BUCKHANNON, WV  
 26201 304-472-1750

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B	FREIGHT TERMS
10/28/2011				

BID OPENING DATE: 11/22/2011 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>INTERESTED PARTIES ARE REQUIRED TO ATTEND THIS MEETING. FAILURE TO ATTEND THE MANDATORY PRE-BID SHALL RESULT IN DISQUALIFICATION OF THE BID. NO ONE PERSON MAY REPRESENT MORE THAN ONE BIDDER.</p> <p>AN ATTENDANCE SHEET WILL BE MADE AVAILABLE FOR ALL POTENTIAL BIDDERS TO COMPLETE. THIS WILL SERVE AS THE OFFICIAL DOCUMENT VERIFYING ATTENDANCE AT THE MANDATORY PRE-BID. FAILURE TO PROVIDE YOUR COMPANY AND REPRESENTATIVE NAME ON THE ATTENDANCE SHEET WILL RESULT IN DISQUALIFICATION OF THE BID. THE STATE WILL NOT ACCEPT ANY OTHER DOCUMENTATION TO VERIFY ATTENDANCE. THE BIDDER IS RESPONSIBLE FOR ENSURING THEY HAVE COMPLETED THE INFORMATION REQUIRED ON THE ATTENDANCE SHEET. THE PURCHASING DIVISION AND THE STATE AGENCY WILL NOT ASSUME ANY RESPONSIBILITY FOR A BIDDER-S FAILURE TO COMPLETE THE PRE-BID ATTENDANCE SHEET. IN ADDITION, WE REQUEST THAT ALL POTENTIAL BIDDERS INCLUDE THEIR E-MAIL ADDRESS AND FAX NUMBER.</p> <p>ALL POTENTIAL BIDDERS ARE REQUESTED TO ARRIVE PRIOR TO THE STARTING TIME FOR THE PRE-BID. BIDDERS WHO ARRIVE LATE, BUT PRIOR TO THE DISMISSAL OF THE TECHNICAL PORTION OF THE PRE-BID WILL BE PERMITTED TO SIGN IN. BIDDERS WHO ARRIVE AFTER CONCLUSION OF THE TECHNICAL PORTION OF THE PRE-BID, BUT DURING ANY SUBSEQUENT PART OF THE PRE-BID WILL NOT BE PERMITTED TO SIGN THE ATTENDANCE SHEET.</p> <p>EXHIBIT 3</p> <p>LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE UPON AWARD AND EXTENDS FOR A PERIOD OF ONE (1) YEAR OR UNTIL SUCH "REASONABLE TIME" THEREAFTER AS IS NECESSARY TO OBTAIN A NEW CONTRACT OR RENEW THE ORIGINAL CONTRACT. THE "REASONABLE TIME" PERIOD SHALL</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Michael P. Labaree</i>	TELEPHONE 800-327-4417	DATE 11/17/11
--	---------------------------	------------------

TITLE Vice President/Offc Mgr	FEIN 52-1488457	ADDRESS CHANGES TO BE NOTED ABOVE
----------------------------------	--------------------	-----------------------------------

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





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

# Request for Quotation

RFQ NUMBER
7012EC05

PAGE
3

ADDRESS CORRESPONDENCE TO ATTENTION OF
PAUL REYNOLDS 304-558-0468

RFQ COPY

VENDOR

Work Area Protection Corporation  
 PO BOX 4087  
 ST CHARLES, IL 60174

SHIP TO

DIVISION OF HIGHWAYS  
 EQUIPMENT DIVISION  
 ROUTE 33  
 BRUSHY FORK ROAD  
 BUCKHANNON, WV  
 26201 304-472-1750

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B	FREIGHT TERMS
10/28/2011				
BID OPENING DATE: 11/22/2011		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>NOT EXCEED TWELVE (12) MONTHS. DURING THIS "REASONABLE TIME" THE VENDOR MAY TERMINATE THIS CONTRACT FOR ANY REASON UPON GIVING THE DIRECTOR OF PURCHASING 30 DAYS WRITTEN NOTICE.</p> <p>UNLESS SPECIFIC PROVISIONS ARE STIPULATED ELSEWHERE IN THIS CONTRACT DOCUMENT, THE TERMS, CONDITIONS AND PRICING SET HEREIN ARE FIRM FOR THE LIFE OF THE CONTRACT.</p> <p>RENEWAL: THIS CONTRACT MAY BE RENEWED UPON THE MUTUAL WRITTEN CONSENT OF THE SPENDING UNIT AND VENDOR, SUBMITTED TO THE DIRECTOR OF PURCHASING THIRTY (30) DAYS PRIOR TO THE EXPIRATION DATE. SUCH RENEWAL SHALL BE IN ACCORDANCE WITH THE TERMS AND CONDITIONS OF THE ORIGINAL CONTRACT AND SHALL BE LIMITED TO TWO (2) ONE (1) YEAR PERIODS.</p> <p>CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN NOTICE TO THE VENDOR IF THE COMMODITIES AND/OR SERVICES SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM TO THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN.</p> <p>OPEN MARKET CLAUSE: THE DIRECTOR OF PURCHASING MAY AUTHORIZE A SPENDING UNIT TO PURCHASE ON THE OPEN MARKET, WITHOUT THE FILING OF A REQUISITION OR COST ESTIMATE, ITEMS SPECIFIED ON THIS CONTRACT FOR IMMEDIATE DELIVERY IN EMERGENCIES DUE TO UNFORESEEN CAUSES (INCLUDING BUT NOT LIMITED TO DELAYS IN TRANSPORTATION OR AN UNANTICIPATED INCREASE IN THE VOLUME OF WORK.)</p> <p>QUANTITIES: QUANTITIES LISTED IN THE REQUISITION ARE APPROXIMATIONS ONLY, BASED ON ESTIMATES SUPPLIED BY THE STATE SPENDING UNIT. IT IS UNDERSTOOD AND AGREED</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
<i>Michael P. Lohman</i>	800-327-4417	11/17/11
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE
Vice President/Offc Mgr	52-1488457	

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





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

# Request for Quotation

RFQ NUMBER
7012EC05

PAGE
4

ADDRESS CORRESPONDENCE TO ATTENTION OF
PAUL REYNOLDS 304-558-0468

RFQ COPY

VENDOR

Work Area Protection Corporation  
 PO BOX 4087  
 ST CHARLES, IL 60174

SHIP TO

DIVISION OF HIGHWAYS  
 EQUIPMENT DIVISION  
 ROUTE 33  
 BRUSHY FORK ROAD  
 BUCKHANNON, WV  
 26201 304-472-1750

DATE PRINTED 10/28/2011	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
BID OPENING DATE: 11/22/2011		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>THAT THE CONTRACT SHALL COVER THE QUANTITIES ACTUALLY ORDERED FOR DELIVERY DURING THE TERM OF THE CONTRACT, WHETHER MORE OR LESS THAN THE QUANTITIES SHOWN.</p> <p>ORDERING PROCEDURE: SPENDING UNIT(S) SHALL ISSUE A WRITTEN STATE CONTRACT ORDER (FORM NUMBER WV-39) TO THE VENDOR FOR COMMODITIES COVERED BY THIS CONTRACT. THE ORIGINAL COPY OF THE WV-39 SHALL BE MAILED TO THE VENDOR AS AUTHORIZATION FOR SHIPMENT, A SECOND COPY MAILED TO THE PURCHASING DIVISION, AND A THIRD COPY RETAINED BY THE SPENDING UNIT.</p> <p>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THE STATE MAY DEEM THE CONTRACT NULL AND VOID, AND TERMINATE SUCH CONTRACT WITHOUT FURTHER ORDER.</p> <p>THE TERMS AND CONDITIONS CONTAINED IN THIS CONTRACT SHALL SUPERSEDE ANY AND ALL SUBSEQUENT TERMS AND CONDITIONS WHICH MAY APPEAR ON ANY ATTACHED PRINTED DOCUMENTS SUCH AS PRICE LISTS, ORDER FORMS, SALES AGREEMENTS OR MAINTENANCE AGREEMENTS, INCLUDING ANY ELECTRONIC MEDIUM SUCH AS CD-ROM.</p> <p>REV. 05/26/2009</p> <p>EXHIBIT 4</p> <p>LOCAL GOVERNMENT BODIES: UNLESS THE VENDOR INDICATES IN THE BID HIS REFUSAL TO EXTEND THE PRICES, TERMS, AND CONDITIONS OF THE BID TO COUNTY, SCHOOL, MUNICIPAL AND OTHER LOCAL GOVERNMENT BODIES, THE BID SHALL EXTEND TO POLITICAL SUBDIVISIONS OF THE STATE OF WEST VIRGINIA. IF THE VENDOR DOES NOT WISH TO EXTEND THE PRICES, TERMS, AND CONDITIONS OF THE BID TO ALL POLITICAL SUBDIVISIONS OF THE STATE, THE VENDOR MUST</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Michael P. Linderer</i>	TELEPHONE 800-327-4417	DATE 11/17/11
TITLE Vice President/Offc Mgr	FEIN 52-1488457	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO REQ. INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'





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

# Request for Quotation

RFQ NUMBER
7012EC05

PAGE
5

ADDRESS CORRESPONDENCE TO ATTENTION OF:
PAUL REYNOLDS 304-558-0468

RFQ COPY

VENDOR

Work Area Protection Corporation  
 PO BOX 4087  
 ST CHARLES, IL 60174

SHIP TO

DIVISION OF HIGHWAYS  
 EQUIPMENT DIVISION  
 ROUTE 33  
 BRUSHY FORK ROAD  
 BUCKHANNON, WV  
 26201 304-472-1750

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B	FREIGHT TERMS
10/28/2011				

BID OPENING DATE: 11/22/2011 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>CLEARLY INDICATE SUCH REFUSAL IN HIS BID. SUCH REFUSAL SHALL NOT PREJUDICE THE AWARD OF THIS CONTRACT IN ANY MANNER.</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 style="text-align: center;">NOTICE</p> <p>A SIGNED BID MUST BE SUBMITTED TO:</p> <p style="padding-left: 40px;">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: PAUL REYNOLDS FILE 33</p> <p>RFQ. NO.: 7012EC05</p> <p>BID OPENING DATE: 11/22/2011</p> <p>BID OPENING TIME: 01:30 P.M.</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Michael P. Roberson</i>	TELEPHONE 800-327-4417	DATE 11/17/11
TITLE Vice President/Offc Mgr	FEIN 52-1488457	ADDRESS CHANGES TO BE NOTED ABOVE

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









## Work Area Protection Corporation

2500 Production Drive • P.O. Box 4087, St. Charles, IL 60174-9081  
PHONE 1-800-327-4417 • 1-630-377-9100 • FAX 1-630-377-9270

---

November 17, 2011

State of West Virginia  
Department of Administration  
Purchasing Division  
2019 Washington St. E  
Charleston, WV 25305-0130

RFQ Number: 7012EC05

### **WE ARE TAKING NO EXCEPTIONS TO MANDATORY SPECIFICATIONS**

#### **In reference to Non-Mandatory specification #**

X7.12.10 Unit, per MUTCD is not to be used for Public advertising, it is only to relay messages concerning the road way to the motoring public. Other than this, we are unsure as to the intent of the question.



X7.13.4 Remote Communications control via wireless communications with a remotely located computer

YES  NO

Does the system communications backbone, as well as all field modems or signal converters, provide the PVMS sign controller with a RS232 signal having a baud rate between 2,400 bps and 115,200 bps.

YES  NO

Is communications static IP based with a static IP based modem installed on the trailer

YES  NO

X7.13.5 Is local communications control accomplished via direct connection with a laptop computer that is connected directly to the sign control using a null modem connection and baud rate between 2,400 bps and 115,200 bps.

YES  NO

X7.13.6 Is local communications control available via a keypad and LCD interface

YES  NO

Are the features of additional or removal of message or message(s) from the PVMS list of playing messages, adjustment of luminosity to manual or automatic, and the monitoring of miscellaneous data like battery voltage, photocells reading, etc. included

YES  NO



Rev 09/08

State of West Virginia  
**VENDOR PREFERENCE CERTIFICATE**

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

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

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

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

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

Bidder: Work Area Protection Corp.Signed: Michael P. LohmeDate: 11/17/11Title: Vice President/Office Manager

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



RFQ No. 7012EC05

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 owned 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: Work Area Protection Corp.

Authorized Signature: *Nicolas P. Prohira* Date: 11/17/11

State of Illinois

County of Kane, to-wit:

Taken, subscribed, and sworn to before me this 17th day of November 2011

My Commission expires 3/9/15, 20    

AFFIX SEAL HERE

NOTARY PUBLIC

*Barbara Ray*



WEST VIRGINIA DEPARTMENT OF TRANSPORTATION  
DIVISION OF HIGHWAYS  
EQUIPMENT DIVISION

BIDDER'S EVALUATION REPORT

PROCUREMENT SPECIFICATIONS FOR OPEN END CONTRACT  
NO. 843-1-H

FULL MATRIX  
TRAILER MOUNTED SOLAR POWERED MESSAGE BOARD

NOTE TO BIDDER: Procurement Specification No. 843-1-G, Paragraph 2.0 recommends the completion and submittal of this Report with your bid. Purpose of this Report is to enable the West Virginia Division of Highways Evaluation Committee to make full and fair evaluation of the bid. Addendums in order, along with a summary of exception as a separate attachment, should be with Bidder's Evaluation Report. FAILURE TO SUBMIT THIS REPORT, COMPLETE IN ITS ENTIRETY, MAY SUBJECT THE BIDDER TO DISQUALIFICATION.

Reference Requisition No.: 7012EC05

Bidder's Name: Work Area Protection Corporation

Address: 2500 Production Drive, PO Box 4087, St. Charles, IL 60174

Telephone Number: 800-327-4417

Years Bidder has been registered to do business with the State of West Virginia: 13 YRS.

Years Company has been an authorized dealer for proposed unit: 19 YRS.

X3.2 Have you complied with all mandatory specifications?  YES  NO

X4.2 DELIVERY:

X4.2.1 Delivery date of completed representative unit: 25 Calendar Days After  
Receipt of Purchase Agreement

X4.2.2 Delivery date of balance of completed units: 35 Calendar Days After Receipt of  
Purchase Agreement



X5.0 AWARD CRITERIA;

X5.1 Price per unit: \$18,500.00 per unit

X6.0 SPECIFICATIONS – GENERAL

X6.1 Manufacturer, model, series, and date of manufacture of proposed unit:

Precision Solar Controls, Inc., SMC2000 FM HE, 2011 & 2012

Is descriptive literature, fully describing proposed unit attached to your bid?  YES  NO

If not, why? \_\_\_\_\_

X6.2 Will the required number of service manuals, and complete parts list be delivered to the Equipment Division at Buckhannon upon completion of delivery of total units?

YES  NO

Will the required Equipment Preventive Maintenance Form (Section X6.2 of Bidders Evaluation Report) be provided upon inspection of the pilot unit?  YES  NO

X6.2  
2-10-00

EQUIPMENT PREVENTATIVE MAINTENANCE QUESTIONNAIRE

THIS FORM MUST BE COMPLETED IN ITS ENTIRETY BY SUCCESSFUL BIDDER OR MANUFACTURER'S TECHNICAL REPRESENTATIVE PRIOR TO DELIVERY OF PILOT MODEL TO THE WVDOH.

DESCRIPTION: SMC2000 Full Matrix MAKE: PSC

MODEL: SMC2000FM YEAR: 2011/2012 PURCHASE AMOUNT: \$18,500.00

ENGINE: MAKE: N/A MODEL: N/A FUEL TYPE: N/A

HORSEPOWER: N/A CYLINDER: N/A ENGINE SERIAL: N/A

COOLING SYSTEM CAPACITY: N/A

BELTS: DESCRIPTION: PART NUMBERS:

N/A N/A

GVW: 2,700 LBS AXLE CAPACITY: FRONT: 3,500 LBS REAR: N/A

TIRES: FRONT MAKE & SIZE: 205/75 D-15 - Make varies based on availability

REAR MAKE & SIZE: N/A

DIMENSIONS OF UNIT: LENGTH: 194.5" WIDTH: 93" LENGTH: 107" Lowered Ht  
164" Raised Ht

VENDOR CONTACT PERSON: Tim Hohman PHONE: 330-621-1678/330-345-1852

PARTS:

BATTERY MAKE: Interstate MODEL: SRM-4D CCA: 1314

TOP OR SIDE POST: Top Post DIMENSIONS: LENGTH \_\_\_\_\_ WIDTH \_\_\_\_\_ HEIGHT \_\_\_\_\_

SPARK PLUGS OR FUEL INJECTORS MAKE: N/A PART # \_\_\_\_\_

FUEL PUMP OR INJECTION PUMP MAKE: N/A MODEL: \_\_\_\_\_

ALTERNATOR MAKE: N/A PART #: \_\_\_\_\_

STARTER MAKE: N/A PART #: \_\_\_\_\_

TURBO CHARGER MAKE: N/A PART #: \_\_\_\_\_

TRANS. MAKE: N/A MODEL: \_\_\_\_\_ AUTO/MANUAL: \_\_\_\_\_

HYDRAULIC PUMP MAKE: N/A MODEL: \_\_\_\_\_

FILTERS	MAKE	PART NO.	LUBRICANT	MANUFACTURER TYPE
OIL	<u>N/A</u>	_____	ENGINE	<u>N/A</u>
AIR INNER	<u>N/A</u>	_____	TRANSMISSION	<u>N/A</u>
AIR OUTER	<u>N/A</u>	_____	POWER STEERING	<u>N/A</u>
FUEL PRIMARY	<u>N/A</u>	_____	HYDRAULIC	<u>NAPA/Valvoline Dexron 3</u>
FUEL SECONDARY	<u>N/A</u>	_____	DIFFERENTIALS	<u>N/A</u>
COOLANT	<u>N/A</u>	_____	BRAKE FLUID	<u>N/A</u>
HYDRAULIC	<u>N/A</u>	_____	COOLANT	<u>N/A</u>
OTHER	<u>N/A</u>	_____	OTHER	<u>N/A</u>



X6.3 TRAINING:

Will training seminar be conducted on Preventive Maintenance, Operator and Mechanic Training

YES  NO

Will you conduct training with each purchase order against this open end contract?

YES  NO

Will training be conducted within 2 working days from the delivery of the pilot unit on the individual purchase order?

YES  NO

If NO, explain time

frame Scheduling requires 2 weeks notice

Will an Operator's Manual be furnished directly to Training Academy prior to the delivery of the pilot?

YES  NO

X6.4 If you are the successful vendor, will you furnish all training aids, i.e., videos, projectors, required in conducting the training?

YES  NO

X6.4.1 Will all manuals, booklets, etc. explaining preventive maintenance, operator procedures, and service schedule be delivered with each unit?

YES  NO

If NO, explain

X6.5 WARRANTY AND SERVICE POLICY

Will the warranty and service you provide comply with all areas as stated in Section 6.5 of specifications

YES  NO

Is warranty literature attached?

YES  NO

Is a minimum two (2) year bumper to bumper basic parts and labor warranty excluding abuse and normal wear items included?

YES  NO

Describe:





X6.6 EVALUATION COMMITTEE REQUIREMENTS

Is all component specifications, product literature, component models provided for Evaluation Committee bid determination?  YES  NO

**X6.7 Will all parts, equipment, accessories, material, design and performance characteristics not specified herein, but which are necessary to provide a complete unit, be furnished with the unit and conform in strength, quality of material, and quality of workmanship to those which are advertised and provided to the market in general by the unit industry?**  
 YES  NO

**X6.7.1 Are all parts and accessories adequate and regularly supplied as standard to be included except those which may be duplications of specifications herein, and except these by specification are not to be furnished?**  
 YES  NO

**X6.7.2 Are all standard safety features that are required by Federal and State statutes of law included?**  
 YES  NO

X7.0 SPECIFICATIONS OF THE QUOTED UNIT:

The bidder should complete the following schedule in order for the Division to compare the actual bid unit to the specifications. Should the bidder except a requirement, then such exception may be only on the basis that such feature is not offered by the manufacturer. **The Division will have the sole discretion as to whether the bidder's substitution meets the requirements of the specification.**

Manufacturer: Precision Solar Controls, Inc.  
Model: SMC2000FM

Is unit a trailer mounted Full – Matrix Message Board consisting of an optically enhanced L.E.D.'s.  
 YES  NO

Are the L.E.D.s minimum of a 30° vertical and 30° horizontal cone of visibility.  
 YES  NO

Is the full matrix panel powered by a bank of batteries in order to convey bright, distinctive messages to the traveling public  YES  NO

Are full matrix variable message boards tested by AASHTO's National Transportation Product Evaluation Program (NTPEP).  YES  NO



X7.1 Are batteries automatically recharged by a group of solar panels located at highest point on the unit?  YES  NO

X7.1.1 Is unit designed to have sufficient energy backup to operate for 30 days without any sun?  YES  NO

X7.1.2 Will solar panel generator recharge the battery bank at 2.5 hours sun to one (1) 24 hour period usage?  YES  NO

X7.2 Sign Panel Construction:

X7.2.1 Is sign panel aluminum constructed or fabricated with powder coated sheet metal and in a flat black finish  YES  NO

All exposed panels and seams are corrosion proof for a minimum of ten (10) years  YES  NO

With construction, are all panels/parts assembled as to prevent corrosion or to prevent dissimilar metal reaction for occurring  YES  NO

X7.2.2 Is sign panel frame a welded assembly and constructed of aluminum alloy channel or from steel panels powder coated in a corrosion proof manner for a minimum of ten (10) years  YES  NO

X7.2.3 What is length of sign panel 139 " inches?

X7.2.4 Does face of sign incorporate measures to prevent fading from UV light, such as polycarbonate or lexan face with UV inhibitors incorporated  YES  NO

Is another method used?  YES  NO

Has it been reviewed and approved?  YES  NO

X7.2.5 Does sign face have size to display three (3) separate lines of eight (8) characters?  YES  NO

Size of characters: 18 inches tall and 12 inches wide?

Spacing of characters: 3 inches apart

X7.2.6 Does each character configuration contains 54 LED lamp pixels in six (6) element horizontal by nine (9) element vertical arrangement?  YES  NO

X7.2.7 Each pixel consists of 4 LED'S

X7.2.8 Message color: 590 nanometers

X7.3 Does sign have capability to display six (6) messages in sequence, with variable timing in 1/4 second increments under computer control?

YES  NO

X7.3.1 Is arrow display and flashing caution functions included as part of the manufacturer's pre-programmed message sequences

YES  NO

Will all arrow and flashing caution displays described in the current MUTCD provided

YES  NO

X7.3.2 Are all abbreviations used in pre-programmed messages in compliance with the current MUTCD

YES  NO

X7.3.3 Does the entire sign have capability to change all lines of message copy in not more than 100 mili-seconds

YES  NO

X7.3.4 Will sign be clearly visible a minimum of 4500 feet  YES  NO

X7.3.5 Will sign legend be legible from a minimum distance of 1,000 feet under daylight conditions as determined by NTPEP for two non-traffic word message.

YES  NO

X7.3.6 Will sign legend be legible from a minimum distance of 900 feet under night-time conditions as determined by NTPEP for a two non-traffic word message

YES  NO

X7.3.7 Under variable light conditions, will the unit automatically adjust light source so as to meet the visibility requirements, without being too bright or too dim

YES  NO

X7.4 Solar Message Board Support:

X7.4.1 Will solar message board sign panel be supported on a telescoping upright member in order to permit raising the sign panel for operation and lowering for transport?

YES  NO

Is the upright capable of 360 degrees rotation and to lock into any position to which it manually or electrically rotated

YES  NO



X7.4.2 Raise and lower travel: 57 in. feet and accomplished by a hydraulic power pack  
 YES  NO

X7.4.3 Bottom of sign 7 feet above ground level when in raise position

X7.4.4 When transporting, will sign orient to the longitudinal axis of the trailer in a manner that effectively reduces aerodynamic drag during towing?  
 YES  NO

X7.5 Power and Miscellaneous Equipment:

X7.5.1 Is unit designed to accept two (2) power sources; one (1) being a battery bank consisting of four (4) size 4D, deep cycle, lead acid 12 volt DC batteries wired in parallel (or as designed to meet power/time requirements)  
 YES  NO

X7.5.2 Does second power supply to have capability to accept existing 120 volt commercial electric service?  
 YES  NO

X7.5.3 Batteries are recharged by a solar panel array producing 150 watts of power

X7.5.4 Does unit have a built-in battery charger with minimum 25 amp per hr rating?  
 YES  NO

X7.5.5 Is battery bank housed in lockable heavy duty weatherproof battery boxes?  
 YES  NO

X7.5.6 Are the two (2) power sources enclosed in protective housing?  
 YES  NO

X7.5.7 Are batteries capable of being recharged by a commercial 110 volt battery charger?  
 YES  NO

X7.6 Control Requirements:

X7.6.1 Is unit controlled in all functions by an on-board dedicated computer of solid state design and removable?  
 YES  NO

X7.6.2 Does unit have keyboard which user originated messages may be entered for display or storage?  
 YES  NO

X7.6.3 Does unit have an LCD display screen, where messages are reviewed before being displayed?  
 YES  NO

X7.6.4 Computer stores 350 programmed messages for display when called upon by user through keyboard  YES  NO

X7.6.5 Capability of storing 100 message sequences

X7.6.6 Does unit maintain stored message list?  YES  NO

X7.6.7 Does unit provide password coding or key entry  YES  NO

X7.6.8 Will unit provide control programming to present sequences messages under operator control through keyboard entry?

YES  NO

X7.6.9 Does unit provide control for moving arrow displays?  YES  NO

X7.7 Solar Panel Control Unit:

X7.7.1 Is computer and power control unit housed in weather resistant, shock resistant lockable control box including lighting for night time operation?

YES  NO

X7.7.2 Does power control unit contain two (2) current meters; One (1) shows amperage generated with battery charger operating and one (1) indicates amperage generated from the solar panels be stored in battery bank?

YES  NO

X7.7.3 Does power control unit incorporate a PV regulator with thermal compensation for variances in ambient temperature to regulate the charge rate to the battery bank?

YES  NO

X7.7.4 Does unit incorporate an automatic intensity control feature to keep L.E.D. lamp matrix intensity constant with a reduction in voltage?

YES  NO

X7.7.5 Does message unit provide a photocell to reduce lamp intensity at night eliminating blinding?

YES  NO

X7.8 Trailer:

X7.8.1 Is two (2) wheel trailer structurally adequate to serve as both platform for components?

YES  NO

X7.8.2 Are fenders made of steel and installed over each wheel?  YES  NO



X7.8.3 Is trailer equipped with hydraulic brake actuator system?  YES  NO

X7.8.4 Is unit equipped with four (4) crank type, HD industrial leveling jacks; one (1) installed on each corner of the trailer deck?  YES  NO

X7.9 Lighting:

X7.9.1 Does unit include LED taillights, stop lights, turn signals, license mount with light and all necessary reflectors?  YES  NO

X7.9.2 Are trailer electrical cable and connector (Cole Hersee Pt #12081 male or equal) compatible with towing vehicles installed?  YES  NO

X7.9.3 Is all trailer wiring encased in heavy duty hypalon type industrial wire looms clamped to underside of trailer structural tubing?  YES  NO

X7.9.4 Does unit have two (2) inch ball type trailer hitch <sup>6,000</sup> pound capacity with double safety chains in accordance with SAE J684F installed?  YES  NO

X7.10 Hydraulic Power Pack:

X7.10.1 Does unit have 12 volt DC motor, pump, valve, reservoir, manual hand pump or approved equal?  YES  NO

X7.11 Message Cabinet Dimensions: (approximate)

X7.11.1 Length: <sup>139</sup> inches

X7.11.2 Height: <sup>76</sup> inches

X7.12 Central Processing Unit - CPU specifications (Minimum):

X7.12.1 Microprocessor Based 27.1 MHz  YES  NO

If No, you must specify \_\_\_\_\_.

X7.12.2 Power requirements: <sup>175</sup> mA DC at <sup>12</sup> volts DC

X7.12.3 Specify screen size: <sup>up to 6</sup> character lines with <sup>up to</sup> <sup>100</sup> characters per line

Dependent on information requested for input

**X7.12.4** Are interfaces (2) RS232 9 pin D connectors and documentation on port numbers and pins?

YES  NO

In addition, is one (1) USB port or one (1) ETHERNET Port with USB adaptor provided

YES  NO

**X7.12.5** Will application source code be delivered with unit  YES  NO  
OR

held in escrow  YES  NO  
and provided to WVDOT in case company goes out of business?

YES  NO

**X7.12.6** Will technical documentation for unit and for application programs be provided?

YES  NO

**X7.12.7** Features considered as standard equipment but not addressed:

Includes cellular IP modem static NICIP compliant programming capability First year cellular service is included

**X7.12.8** Does unit comply with OSHA of 1979 and subsequent amendments?

YES  NO

**X7.12.9** Will unit be painted manufacturers standard colors and materials

YES  NO

**X7.12.10** Does unit meet guidelines for advertising?

YES  NO

**X7.12.11** Will Manufacturer or Dealer provide training and training aids as specified?

YES  NO

**X7.13** Communications:

**X7.13.1** Will unit be guarded from any unwanted outside RF interference which would include but not be limited to VHF/FM receiver, 2 way radio receiver, cell phones etc.

YES  NO

**X7.13.2** Is each PVMS controlled and monitored by its own sign controller directly from the control console inside the control cabinet on the trailer itself  YES  NO

**X7.13.3** Is the PVMS sign controller able to receive instructions from and provide information to a computer containing PVMS control software compliant using NTCIP compliant communications modes  YES  NO





**SPECIFICATION**  
**SOLAR MESSAGE CENTER**  
**MODEL SMC – 2000**

1.0 INTRODUCTION

This specification shall describe a trailer-mounted, portable changeable sign upon which varying electronically generated lamp messages and graphics will be displayed to highway traffic as advisories or for the purposes of warning and/or control.

The equipment described shall be a standard model produced by a manufacturer with experience in the production of trailer-mounted traffic control products. All workmanship, materials, and assembly procedures shall be of quality design. Each component of the unit shall be adequate for and compatible with all structural and performance requirements of the complete unit. The equipment shall remain operational under inclement weather conditions.

1.1 DESCRIPTION

The Solar Message Center manufactured by Precision Solar Controls Inc. is a trailer mounted variable message board consisting of optically enhanced LED lamp matrix panels powered by a bank of batteries in order to convey bright, distinctive messages to the traveling public. The batteries are in turn recharged automatically by a group of solar panels located at the highest point on the unit. The Solar Message Center is designed with sufficient energy backup to operate for a period of 30 days without any sun. The solar panel generator array shall recharge the battery bank at a rate of 2.5 hours sun to one 24 hour period of usage.

2.0 CONSTRUCTION REQUIREMENTS

2.1 GENERAL

The trailer and all mounted equipment shall be structurally adequate for unlimited, normal operation in wind velocities normally encountered on the roadway. The equipment shall be designed to enable one person to perform all transporting and operation functions easily and effectively without assistance.

## 2.2 TRAILER

The 2-wheel trailer shall be structurally adequate to serve both as a carrier and as an operating platform for all components of the complete unit. The base structure shall be structural rectangular steel tubing of 2 inches by 6 inches with a minimum wall thickness of .120 inches, providing an adequate foundation for the unit. All tubing shall be joined by welding and all structural welds be continuous bead welds. All tubing ends shall be closed.

Axle and suspension systems shall be rated at 3,500 pounds minimum. Wheels and tires shall be a minimum of 15 inches, 4 ply, and shall be rated for towing at on-highway speeds of 65 miles per hour. A steel fender shall be installed over each wheel.

Four crank type, heavy duty 2,000 lb. capacity, industrial leveling jacks, one at each corner of the trailer deck, shall be installed. Trailer shall have two ¼" thick high strength steel with bright zinc plating towing safety chains.

A lighting system shall be provided for the trailer, to include tail lights, stop lights, turn signals, license plate light and reflectors. A trailer electrical cable and connector compatible with towing vehicles shall be installed. To eliminate tubing installation chafing no wiring shall be installed on top of the trailer frame. A 2-inch ball type trailer hitch with double safety chains in accordance with SAE J684F shall be installed.

All exterior surfaces shall be painted PSC Safety Orange using Sherwin Williams Polane polyurethane paint.

## 2.3 MESSAGE SIGN

The sign panel shall be of aluminum construction and so assembled as to prevent dissimilar metal action from occurring. The sign panel frame shall be a welded assembly made of aluminum alloy. The display shall be sealed with trim lock bulb type trim. Ventilation shall be natural convection. Moving parts involved in the ventilation of the sign cabinet shall not be allowed.

The length of the Solar Message Center sign panel shall not exceed 140 inches. The front face of the sign shall be covered with a clear UV inhibited polycarbonate to prevent fading. The polycarbonate window shall be held in place with a 2.0 inch cross-section aluminum frame which is mounted to the display cabinet with three stainless steel slip hinges and held open with two steel wheel style door holders with automatic release.

The Solar Message Center sign panel shall consist of one continuous LED lamp matrix which provides text messages as well as graphic symbols. The sign panel shall be capable of projecting multiple font size characters created in the standard software. Double stroke fonts shall be projected in 20 inch letter heights. The full matrix panel shall consist of 25 LED lamp matrix pixels in height and 48 LED lamp pixels in length. Each pixel shall incorporate 4 LED's with a lens to produce 48 images and provide



complete target size definition within the pixel area. Message color shall be approximately 590 nanometers.

#### 2.4 MESSAGE SIGN-CONTINUED

In addition, standard preprogrammed graphics symbols can be shown due to the full matrix capability. The user shall also have the capability of generating special graphics or letters through the use of remote base station operation.

The sign shall be capable of displaying at least 10 pages per message with 24 characters per page, with variable timing in 1/10 (.10) second increments under computer control. The entire sign shall completely change all lines of message in not more than 100 milliseconds.

The sign, when projecting 20 inch characters, shall be clearly visible and legible from a distance of 1,000 feet under both day and night conditions. Legibility shall increase proportionately to the size of the symbols. Under variable light level conditions, the sign shall automatically adjust its light source so as to meet the 1000 feet legibility requirements without being too dim or too intense. The intensity of the light source shall not change suddenly in response to temporary changes in ambient light conditions, such as a car's headlights, but shall have an intentional built in delay to provide a steady output.

The Solar Message Center sign panel shall be supported on a telescoping upright member in a manner to permit raising the sign for operation and lowering the sign for transport. The upright shall include a device to enable 360° rotation and shall lock into the position to which it is manually rotated. Raise and lower travel shall nominally be 5 feet and shall be accomplished by a hydraulic power pack. The bottom of the sign shall be at least 7 feet above the ground when in the raised position. In a transport position, the sign shall orient to the longitudinal axis of the trailer in a manner that effectively reduces aerodynamic drag during towing.

#### 3.0 POWER AND MISCELLANEOUS REQUIRED EQUIPMENT

The Solar Message Center shall be designed to accept two (2) power sources.

The first power supply type shall be a battery bank consisting of four size 4-D, deep cycle, lead acid 12 volt DC batteries wired in parallel. The battery bank shall be housed in lockable heavy duty steel weatherproof battery box. The batteries shall be recharged by a solar panel array producing 150 watts of power. There shall be a built-in battery charger with a minimum 25 ampere per hour rating.

The second power supply type shall be the capability of the unit to accept existing 120V commercial electrical service.

The two power sources shall be enclosed in an appropriate protective housing.

The complete unit shall be painted with the manufacturer's standard colors and materials.

#### 4.0 SYSTEM CONTROL REQUIREMENTS

The Solar Message Center shall be controlled in all functions by an on-board dedicated computer that shall:

- a) Be of solid state design and be removable.
- b) Include a keyboard through which user originated messages may be entered for display or storage.
- c) Include an LCD display screen upon which messages can be reviewed before/during display on the message sign.
- d) Store a minimum of 250 preprogrammed messages for display when called upon by an operator through the keyboard.
- e) Store a minimum of 100 user originated messages.
- f) Store a minimum of 80 preprogrammed graphics messages.
- g) Store a minimum of 100 multi-page messages.
- h) Maintain stored message list.
- i) Provide password coding or key entry.
- j) Provide control programming to display stored messages under operator control through keyboard entry.
- k) Provide control for moving arrow display.
- l) Provide automatic letter sizing and centering without separate programming.
- m) Provide for programming while another message is being shown.
- n) Include a calendar program to automatically start and stop the display of sequences at predetermined times.
- o) Provide character board and battery diagnostics.

The computer shall be housed in a weather resistant type NEMA 3R shock resistant lockable control box which shall include a light for night operation. The power control unit shall be housed in the lockable steel weatherproof battery box and contain two current meters, one to show the amperage generated with the battery charger and one to show the amperage from the solar panels to the battery bank. The power control unit shall also incorporate a PV regulator with thermal



compensation for variances in ambient temperature to regulate the charge rate to the battery bank.

#### 4.1 SYSTEM CONTROL REQUIREMENTS-CONTINUED

The Solar Message Center shall incorporate an automatic intensity control feature in order to keep the LED lamp matrix intensity constant with a reduction in voltage and changes in ambient temperature. This allows the message to remain legible at a distance of 1000 feet any time the unit is operational. The Solar Message Center also has a photocell in order to reduce the lamp intensity at night, eliminating glare.

#### 5.0 OPTIONS

The following options allow remote control of the Solar Message Center and automatic fault monitoring (i.e. the sign will notify the operator in the event of a low voltage disconnect by originating a call to a predetermined telephone number).

##### 5.0.1 TELEPHONE LAND LINE OPTION

This option allows the operator to have remote control of the on board computer as described in paragraph 5.1 – Computer Base Operation. This option requires that a telephone line be run to the trailer site.

##### 5.0.2 CELLULAR TELEPHONE OPTION

This option eliminates the need to run a telephone line to the trailer site. In addition, the trailer can be moved anywhere desired as long as there is cellular telephone coverage. This option allows the operator to have remote control of the on-board computer as described in paragraph 5.1 – Remote Operation.

## 5.1 REMOTE OPERATION

The communication protocol used for remote operation shall be NTCIP. The Solar Message Center is capable of communicating and being controlled with all NTCIP compliant central control systems.

### 5.2 5.2 RADAR OPTION

This option provides the system with the ability to determine the speed of approaching traffic and interrupt the programmed sequence with a special default sequence of messages.



**SOLAR MESSAGE CENTER  
-GENERAL SPECIFICATION-**

**TRAILER SPECIFICATIONS:**

TRAILER HEIGHT - TRAVEL POSITION.....107"  
TRAILER HEIGHT - ERECTED POSITION.....164"  
TRAVEL WIDTH.....93"  
TRAILER LENGTH WITH TONGUE.....194.5"  
TRAILER LENGTH WITHOUT TONGUE.....144"  
TRAILER WEIGHT.....2,700 LBS.

MAIN FRAME: 2" X 6" X .120" HIGH GRADE STEEL RECTANGULAR  
TUBING

TONGUE : 2" X 6" X .180" STEEL RECTANGULAR TUBING

TONGUE SLEEVE: .375" STEEL PLATE

OUTER MAST: .250" STEEL TUBING

INNER MAST: .375" STEEL TUBING

MAST MOUNTING PLATE: .500" STEEL PLATE WITH .250" GUSSETS

SOLAR PANEL ARRAY FRAME: .125" ALUMINUM ANGLE

MESSAGE CABINET: WIDTH.....139"  
HEIGHT.....76"  
DEPTH - INCLUDING SOLAR PANEL  
ARRAY.....19.5"  
DEPTH - TOP-WITHOUT SOLAR PANEL  
ARRAY.....14.5"  
DEPTH - BOTTOM.....9"  
POLYCARBONATE WINDOW THICKNESS - .1875"  
CABINET DELTA - TYP.....20° F

HYDRAULIC POWER PACK: 12VDC MOTOR/PUMP/VALVE/  
RESERVOIR

AXLE CAPACITY.....3,500 LBS.

LEAF SPRING CAPACITY.....3,500 LBS.

FENDERS: 11 GAUGE

BATTERY ENCLOSURE - TWO: 11 GAUGE STEEL

SWING JACK CAPACITY.....2,000 LBS. EACH/ 8,000 LBS. TOTAL

SWING JACK TRAVEL.....15"

**SMC CENTRAL PROCESSING UNIT – CPU SPECIFICATIONS:**

PROCESSOR.....Rabbit Core Microprocessor 22.1 MHz

POWER REQUIREMENTS.....175 mA @ 12V

MEMORY TYPE & SIZE.....512 KB STATIC RAM  
512 KB FLASH MEMORY

MEMORY BACK – UP:.....SRAM/3 YEAR LIFE

TEMPERATURE.....-40° C TO +75° C  
(-40° F TO +167° F)

HUMIDITY.....95% NON-CONDENSING

DISPLAY TYPE: LIQUID CRYSTAL DISPLAY-LCD

SCREEN SIZE.....240 X 64 DOT PIXELS

INTERFACES: RS232 & RJ11 PHONE JACK

**LED LAMP MATRIX SPECIFICATION**

PIXEL SIZE.....”2” X 2”

CHARACTER SIZE.....18” H X 12” W

CHARACTER SPACING.....3.4”

LINES.....3

CHARACTER PER LINE.....8

LINE SPACING.....6”

FIELD OF VIEW.....MINIMUM 21° HORIZONTAL 7° VERTICAL

**CONTRAST ENHANCEMENT FEATURES:**

- \* OPTICALLY ENHANCED LED – 4 LED PIXEL
- \* TRUNCATED DESIGN
- \* BLACK BACKGROUND
- \* INTEGRATED LIGHT BAFFLES
- \* HOUSING/VISOR

**ELECTRICAL CONTROL:**

- \* COMPUTER CONTROLLED/AUTOMATIC INTENSITY CONTROL-  
ADJUSTS LED OUTPUT WITH VARIANCES OF AMBIENT LIGHT AND  
TEMPERATURE / PHOTOCCELL CONTROLLED
- \* OVERCURRENT PROTECTION: PREVENTS WAVELENGTH SHIFT  
OVER TEMPERATURE AND CURRENT VARIATIONS



**SOLAR GENERATOR SPECIFICATIONS:**

SOLAR PANEL ARRAY..... 150 WATT MINIMUM  
OPERATING VOLTAGE.....12 VDC  
BATTERY BANK: FOUR 4D DEEP CYCLE 12 VOLT BATTERIES 800  
AMP HOURS TOTAL  
CHARGE CONTROLLER: SERIES REGULATOR WITH THERMAL  
COMPENSATION  
LOW VOLTAGE DISCONNECT.....11.2 VDC  
AC/DC BATTERY CHARGER.....25 AMP

SOLAR MESSAGE CENTER CELLULAR TRANSCEIVER

SPECIFICATIONS

FREQUENCY RANGE.....DUAL BAND 800 MHz AND 1.9 GHz

OPERATING VOLTAGE.....10.0 – 28.0 VDC

BATTERY DRAIN.....STANDBY.....0.06 AMP  
TRANSMIT.....0.30 AMP

DIMENSIONS .....6.8 X 3.3 X 2.0 INCHES

WEIGHT .....2.0 LBS

OPERATING TEMPERATURE.....-30° TO + 70° C (-22° TO +158° F)

RF POWER OUTPUT.....224 mW NOMINAL

INPUT/OUTPUT IMPEDANCE.....50 OHMS TNC



## SOLAR MESSAGE CENTER RADAR OPTION SPECIFICATION

### \*INTERFACES WITH SMC CENTRAL PROCESSING UNIT/SOFTWARE:

The Solar Message Center shall be equipped with a radar system that monitors the speed of oncoming traffic. With the radar option, the SMC has two modes of operation, which allow the system to display a special sequence of preprogrammed messages. Warnings, statements, or vehicle speed may be displayed on the signboard once the SMC system radar has been triggered.

### \*RADAR ONLY MODE:

When the system radar trigger speed has been exceeded, the SMC shall continuously display a special sequence of messages which have been preprogrammed into the computer. The actual vehicle speed may be displayed along with warnings, etc.

### \*RADAR TRIP MODE:

This mode is used to display a normal sequence of preprogrammed messages until the radar trigger speed has been exceeded. Once triggered, the SMC will display a sequence of preprogrammed messages which can warn the motorists and display their actual speed.

### \*SI-XLRM SPEED INTERFACE W/RS232 X-BAND LONG RANGE TRANSCIVER:

FREQUENCY:	34.7 GHz (Ka band)
OUTPUT POWER:	.010 WATTS (MIN)/.025 WATTS (MAX)
POWER DENSITY:	<.001 WATTS/CENTIMETER <sup>2</sup>
BEAM WIDTH:	12°
POLARIZATION:	CIRCULAR
OPERATING VOLTAGE:	9 – 16 VOLTS DC
OPERATING CURRENT:	370 mA DC
OPERATING TEMPERATURE:	-30°C to 70°C
SPEED RANGE:	5 MPH TO 200 MPH

\*APPROXIMATE DETECTION DISTANCE OF AVERAGE SIZE VEHICLE:  
2000-2500 FEET (DISTANCE WILL BE REDUCED WITH PRECIPITATION.)

\*SERIAL COMMUNICATIONS: RS232C,+TTL,-TTL

\*DATA FORMAT: 1 START BIT, 8 DATA BITS, 1 STOP BIT, NO PARITY.

\*DATA RATE: 9600 BAUD

\*PHYSICAL SIZE AND WEIGHT:

Weight:	1.15 lb
Diameter:	2.6"
Length:	4.7"

*SPECIFICATIONS ARE SUBJECT TO CHANGE WITHOUT NOTICE*



## WARRANTY & DISCLAIMERS

### Solar Message Center SMC 1000 HE, 2000 FM

#### Warranty Statement

1. Precision Solar Controls, Inc. ("PSC") warrants that each new changeable message sign will be free from defects in material and workmanship for a period of two (2) years from the date of shipment, subject to the conditions and restrictions contained herein.
2. PSC further warrants parts furnished under this warranty for a period, which expires upon the termination of the warranty applicable to the message center onto which these parts are installed. Parts furnished outside of this contract are warranted for a period of ninety (90) days from the date of shipment and are subject to the conditions and restrictions applicable at shipment.
3. The exception to the warranty statement above pertains to the batteries and solar panels installed by PSC at the factory. These parts are warranted against defects in material and workmanship for a period of one (1) year for batteries and five (5) years for solar panels from date of shipment, subject to the conditions and restrictions contained herein.
4. This warranty does not apply to a product that has not been installed or maintained in accordance with PSC's instructions, has been subjected to damage in an accident, abused or neglected during operation, repaired or modified by persons other than PSC, its employees or authorized agents, or failed to have normal maintenance.
5. This warranty covers only equipment and parts manufactured by PSC. All other components and accessories furnished with PSC product are sold "as is" and without warranty, express or implied of any kind, subject to such warranty, if any, of the manufacturers thereof. PSC ALSO DISCLAIMS ALL EXPRESS, STATUTORY AND IMPLIED WARRANTIES, INCLUDING THE WARRANTY OF MERCHANTABILITY, APPLICABLE TO USED PRODUCTS, LIGHT BULBS, FUSES, ELECTRIC WIRES AND BATTERIES. THE ONLY WARRANTY, IF ANY, APPLICABLE TO THE COMPONENTS AND ACCESSORIES DESCRIBED ABOVE SHALL BE THE WARRANTY OF THE MANUFACTURERS OF THE COMPONENTS AND ACCESSORIES.
6. The buyer expressly agrees that the buyer's sole remedy and PSC's sole responsibility in respect to warranty claim is exclusively limited to repair or replacement, at PSC's option, of product or a portion thereof found by PSC to be defective. PSC does not pay for labor charges or transportation charges and shall not be liable for any incidental or consequential damages connected with repair of a product deemed to be defective or with installation or replacement of repaired product. Further PSC disclaims an liability for any incidental or consequential damages, including lost or duplicated time or expense, accruing for any reason to the owner or user of any products sold by PSC, whether claim is made in contract or in tort or under any theory of warranty, negligence or otherwise.



7. PSC reserves the right to make changes in its products from time to time without incurring any obligation to incorporate such improvements in any products previously sold or in service.
8. The terms and conditions of this warranty cannot be altered without the written consent of PSC.
9. This warranty does not apply to any product, which has not been paid for according to the terms under which the product has been invoiced. In addition, buyer agrees that PSC will not be required to honor any warranty claim from a customer whose account at PSC is not current according to PSC's payment terms.

BUYER MAY HAVE SEEN SAMPLES, ADVERTISEMENTS OR OTHER SALES LITERATURE OR HEARD STATEMENTS MADE DURING THE SALES PRESENTATION WHICH SUGGEST THAT THE PRODUCT BEING SOLD HAS QUALITIES OR CHARACTERISTICS THAT MAKE IT ATTRACTIVE. EVEN IF PSC OR OTS AGENT MADE THESE STATEMENTS DELIBERATELY, PSC DOES NOT INTEND TO INCUR LEGAL LIABILITY FOR ANY SUCH APPARENT REPRESENTATION UNLESS THEY ARE INCLUDED WITHIN THE EXPRESSED WRITTEN TERMS OF THIS CONTRACT. IF NOT EXPRESSED, ANY SUCH APPARENT REPRESENTATION IS NOT IN ANY WAY A PART OF THIS CONTRACT OR THE BARGAIN WITH THE BUYER. PSC'S AGENTS HAVE NO AUTHORITY TO GIVE WARRANTIES THAT EXCEED THOSE LISTED IN THIS CONTRACT AND BUYER IS WARNED THEREFORE TO CHECK THIS CONTRACT CAREFULLY TO SEE THAT IT CORRECTLY REFLECTS THOSE TERMS THAT ARE IMPORTANT TO THE BUYER. EXCEPT AS OTHERWISE PROVIDED IN THIS DOCUMENT, THERE ARE NO EXPRESS OR IMPLIED WARRANTIES, PARTICULARLY NOT THE WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE, THAT ARE NOT CONTAINED WITHIN THE WRITTEN TERMS OF THIS CONTRACT.

10. The foregoing warranty is exclusively and in lieu of all other express, statutory, and implied warranties, INCLUDING THOSE OF MERCHANTABILITY AND FITNESS FOR ANY PARTICULAR PURPOSE. THERE ARE NO WARRANTIES WHICH EXTEND BEYOND THE LANGUAGE IN THE PREVIOUS NINE (9) PARAGRAGHS.

### **Application of Warranty**

1. To make a claim under this warranty, contact PSC giving a description of the product and request a Return Goods Authorization ("RGA") number. Merchandise should not be returned to PSC until an RGA number is received.
2. After receiving an RGA number, the product should be returned, freight prepaid, to PSC. If found to be defective, and if all return freight charges have been paid, or authorization to return freight collect is received, PSC will repair or replace the product, at our option, and return it to the customer.
3. In emergency cases where it becomes impractical to wait for warranty consideration by PSC, parts will be shipped on account the customer pending warranty evaluation. Customers without an established account with PSC will be shipped parts C.O.D.. Upon completion of the warranty evaluation, the customer will be reimbursed for the charges if parts in question are found to be subject to the terms of the warranty found in this contract.



# SMC 2000 Full-Matrix

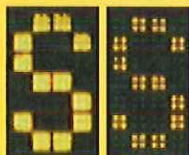


As the pioneer in the design of LED-based, solar powered, changeable message signs, Precision Solar Controls offers the Full-Matrix Solar Message Center. Full-matrix display allows graphic symbols, as well as variable text heights from 20 to 40 inches for safer work zones.

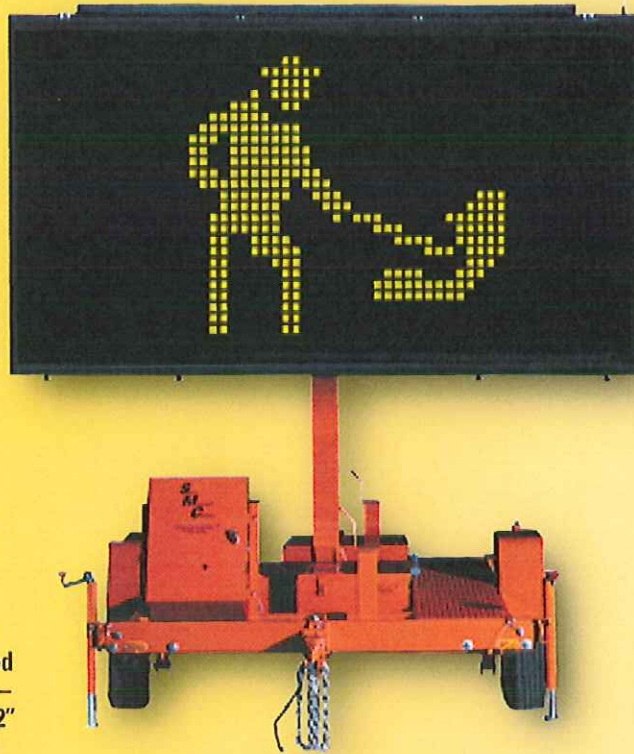
The Model SMC-2000 Message Center is a portable, changeable message sign consisting of LED lamp matrix panels and special optical assemblies in a continuous "Full-Matrix" format. This allows you to display text messages using characters up to 40 inches in height and graphic symbols that are even larger.

## Standard Features

- Industrial grade trailer to give years of dependable service
- 3 levels of password protection
- Built-in 25 amp / 120 Volt A/C battery charger
- 360° message panel rotation
- 365-day/calendar program
- Heavy duty surge brakes
- 30 day autonomy
- Optically enhanced LED Lamp Matrix – Illuminates entire 2" pixel (below left)



PSC Optically Enhanced Lamp    Bare LED Display



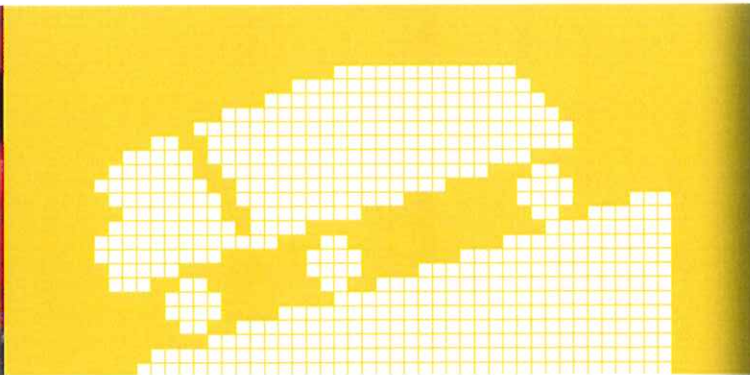
- Top solar panel mounting for maximum exposure to sun without system shadows
- Expanded memory storage capacity:
  - 500 messages (250 user programmable)
  - 50 graphic messages
  - Arrow board function capability
  - 100 sequence capacity

- UV inhibited clear polycarbonate panel
- Efficient long life L.E.D. lamps – 10 year average operational life
- Flashing message function
- 4 leveling jacks for proper placement and stability
- Easily accessible message panel
- Automatic intensity control
- 12 volt non-hazardous operation
- Sighting device to assure proper directional alignment

# SMC 2000

**Precision Solar Controls Inc.**  
 A Division of Stabler Companies Inc.  
**800-686-7414**





### Full-Matrix Design

The continuous, full-matrix design allows the display of messages using text, graphic symbols or both. Graphic symbols are displayed at a standard 50-inch height and text messages are displayed using one of three selectable font sizes: 20", 31" or 40".

### LED Lamp Matrix

The SMC-2000 uses advanced LED technology. The LEDs are positioned under special optics, enhancing the light from each pixel and making the message legible from up to 2,000 feet away.

### Solar-Assist Power

The Full-Matrix Message Center is powered by deep-cycle batteries for long-lasting service. The batteries are recharged by a solar panel array sized to provide optimum charge capability. This design allows for 30 days of operation without sunlight and recharges the batteries for a full day of operation with only 2-1/2 hours of good sunlight.

### Pre-Programmed Text And Graphics

The SMC-2000 comes standard with 250 text messages and 50 graphic symbols in the system's computer. The pre-programmed messages help minimize set-up time, making overall operation easier. Additionally, the unit has the capacity to include 250 customized messages.

### Remote Programming Capability

In conjunction with the remote communication software option, the SMC-2000 gives you the ability to create message sequences and graphic images from a remote location using a laptop or desktop computer.

### Proven System Integrity

Since releasing the Solar Message Center, we have put thousands of units in operation around the world. The SMC-2000 is unmatched in reliability and performance. It is a truly intelligent transportation information system.

### SMC 2000 FM-02 Unit Specifications

- Raised height – 164.5" (4.18 M)
- Travel height – 119" (3.02 M)
- Width – 96" (2.44 M)
- Length with tongue – 194.5" (4.94 M)
- Length w/o tongue – 150" (3.81 M)
- Weight – 4200 lbs. (1905 Kg)
- Energy Source – 4D Deep Cycle batteries
- Autonomy – 30 days @ 78° F (25° C)
- Generator – solar panel array
- Recovery rate – 2.5 hours good sun per day
- Temperature range – (-) 20° F / 120° F (-29° C / 49° C)
- Lift mechanism – Leak resistant electro-hydraulic with manual backup
- Brake mechanism – 5000 lb. (2268 Kg) reverse surge hydraulic actuator
- Main Frame – 2" x 6" x .120" high grade steel (5.08 cm x 15.24 cm x .30 cm)

### Sign Case Specifications

- Sign Case Specifications
- Height – 78.5" (1.99 M)
- Width – 139" (3.53 M)
- Character Height – 20" (50.8 CM), 31" (78.7 CM), 40" (101.6 CM)
- Lamp – Optically enhanced L.E.D.
- Legibility – up to 2500 ft (762 M)
- Full matrix pixels – 25 rows / 48 columns
- Illumination – Active L.E.D.

### SMC Computer Specifications

- Control Console Display: LCD
- Pre-programmed Messages: 250
- User Programmed Capability: 250 messages
- Sequence Capability: 100
- Flash Rate: Adjustable
- Update Speed: 100 Milliseconds
- Removable Solid State design
- Integrated QWERTY keyboard
- Backlit Display for night operation

*Specifications are subject to change without notice.*







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
7012EC05

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF:
PAUL REYNOLDS 304-558-0468

\*709032901 630-377-9100  
 WORK AREA PROTECTION CORP  
 2500 PRODUCTION DR  
 PO BOX 4087  
 SAINT CHARLES IL 60174-9081

VENDOR

DIVISION OF HIGHWAYS  
 EQUIPMENT DIVISION  
 ROUTE 33  
 BRUSHY FORK ROAD  
 BUCKHANNON, WV  
 26201 304-472-1750

SHIP TO

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
11/22/2011				

BID OPENING DATE: 12/07/2011 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
				ADDENDUM NO. 1		
				BID OPENING DATE CHANGED		
				FROM: 11/22/11 @1:30 P.M.		
				TO: 12/07/11 @1:30 P.M.		
				NO OTHER CHANGES		
0001		EA	290-82	FULL MATRIX TRAILER MOUNTED SOLAR POWERED MSG BOARD	\$18,700.00	\$18,700.00
				***** THIS IS THE END OF RFQ 7012EC05 ***** TOTAL:		\$18,700.00

RECEIVED  
 2011 DEC -2 A 9:52  
 PURCHASING DIVISION  
 STATE OF WV

SEE REVERSE SIDE FOR TERMS AND CONDITIONS			
SIGNATURE	TELEPHONE	DATE	
<i>Michael A. Lohman</i>	800-327-4417	11/30/11	
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE	
Vice President	52-1488457		

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).

PREBID ADDENDUM #1  
7012EC05

FULL MATRIX TRAILER MOUNTED SOLAR POWERED MESSAGE BOARD

CHANGES TO SPECIFICATIONS:

DELETE:

- 4.2 DELIVERY – Page 9 - 4<sup>th</sup> Paragraph  
The decision to initiate subject Form will be at the sole discretion of the D.O.H. Commissioner's established Equipment Review Board.

FROM:

- 7.2.2 The sign panel frame to be a welded assembly constructed of aluminum alloy channel, or from steel panels powder coated in a corrosion proof manner for a minimum of ten (10) years.

TO:

- 7.2.2 The sign panel frame shall be a welded assembly constructed of aluminum alloy channel, or from steel panels powder coated in a corrosion proof manner for a minimum of ten (10) years.

FROM:

- 7.6.2 Unit shall include a keyboard through which user originated messages may be entered for display or storage.

TO:

- 7.6.2 Unit shall include a keyboard or graphic touch screen controller through which user originated messages may be entered for display or storage.

FROM:

- 7.11.1 Length: Maximum length of inches

TO:

- 7.11.1 Length: Maximum length – 140 inches



**DELETE:**

**7.12.11 Preventive Maintenance and Operator Procedures: Manufacturers and or Dealers shall provide a preventive maintenance and operator orientation seminar at the Equipment Division, in Buckhannon, W. Va. All training aids i.e, videos, charts, manuals, etc., to be furnished by successful vendor.**

**FROM:**

**7.13.4 Remote Communications control via wireless communications with a remotely located computer. The system communications backbone, as well as all field modems or signal converters, shall provide the PVMS sign controller with a RS232 signal having a baud rate between 2,400 bps and 115,2 bps.**

**TO:**

**7.13.4 Remote Communications control via wireless communications with a remotely located computer. The system communications backbone, as well as all field modems, or signal converters, shall provide the PVMS sign controller with a RS232 signal having a baud rate between 2,400 bps and 115,200 bps.**

PREBID ADDENDUM #1  
7012EC05

FULL MATRIX TRAILER MOUNTED SOLAR POWERED MESSAGE BOARD

CHANGES TO BIDDER'S EVALUATION REPORT:

DELETE:

X4.2 DELIVERY: (From Page 9 - 4<sup>th</sup> Paragraph) - NO CHANGE REQUIRED

FROM:

X7.2.2 Is sign panel frame a welded assembly and constructed of aluminum alloy channel or from steel panels powder coated in a corrosion proof manner for a **minimum of ten (10) years**  YES  NO

TO:

X7.2.2 Is sign panel frame a welded assembly and constructed of aluminum alloy channel or from steel panels powder coated in a corrosion proof manner for a minimum of ten (10) years  YES  NO

FROM:

X7.6.2 Does unit have keyboard which user originated messages may be entered for display or storage?  YES  NO

TO:

X7.6.2 Does unit have a keyboard or graphic touch screen controller through which user originated messages may be entered for display or storage  YES  NO

NO CHANGE REQUIRED

X7.11.1 Length: 139 inches



DELETE:

**X7.12.11 Will Manufacturer or Dealer provide training and training aids as specified YES NO**

**X7.13.4 NO CHANGE REQUIRED**

Remote Communications control via wireless communications with a remotely located computer  YES  NO

Does the system communications backbone, as well as all field modems or signal converters, provide the PVMS sign controller with a RS232 signal having a baud rate between 2,400 bps and 115,200 bps  YES  NO

Is communications static IP based with a static IP based modem installed on the Trailer  YES  NO

PRE-BID CONFERENCE  
SIGN IN SHEET

Request for Quotation Number: 7012EC05

Date: 11/8/2011 10:30

Project Description: FULL MATRIX TRAILER MOUNTED SOLAR POWERED MSG BOARD

PLEASE PRINT LEGIBLY. THIS INFORMATION IS ESSENTIAL TO CONTACT THE ATTENDEES IN A TIMELY MANNER. FAILURE TO DO SO MAY RESULT IN DELAYS IN YOUR COMPANY GETTING IMPORTANT BID INFORMATION.

Firm Name:	<u>VER-MAC</u>
Firm Address:	<u>1645 SUNSET VILLAGE BLVD CLEMONT, FL 34711</u>
Representative Attending:	<u>RIK STONE</u>
Phone Number:	<u>(352) 257-8753</u>
Fax Number:	<u>—</u>
Email Address:	<u>Ricky.stone@ver-mac.com</u>

Firm Name:	<u>Logan Corporation</u>
Firm Address:	<u>212 N Ohio Ave Clarksburg WV 26301</u>
Representative Attending:	<u>Scott Kniceley</u>
Phone Number:	<u>304-476-8050</u>
Fax Number:	<u>304-623-5678</u>
Email Address:	<u>SKniceley@logancorp.com</u>

Firm Name:	<u>WEST VIRGINIA TRACTION</u>
Firm Address:	<u>P.O. BOX 478 CHARLESTON, WV 25322</u>
Representative Attending:	<u>CARL GRADY</u>
Phone Number:	<u>304-346-5301</u>
Fax Number:	<u>304-346-5302</u>
Email Address:	<u>WVTRACTION@WESTVA.COM</u>

Firm Name:	<u>Work Area Protection Corp</u>
Firm Address:	<u>AKA as Precision Solar Controls Inc. AKA as Protective Services Inc. 2500 Production Dr. St Charles IL 60174</u>
Representative Attending:	<u>Tim Hohman</u>
Phone Number:	<u>330-621-1678 / 630-377-9100</u>
Fax Number:	<u>330-345-1852 / 630 377 9270</u>
Email Address:	<u>THohman@sciproductsinc.com</u>

Firm Name:	<u>Solar Tech</u>
Firm Address:	<u>7620 Cetronia Rd Allen Town, PA 18104</u>
Representative Attending:	<u>Kevin Vinroe</u>
Phone Number:	<u>610-428-3719</u>
Fax Number:	<u>—</u>
Email Address:	<u>Kvinroe@solarotechnology.com</u>

Firm Name:	<u>Angie Moorman</u>
Firm Address:	<u>DOH</u>
Representative Attending:	<u>—</u>
Phone Number:	<u>—</u>
Fax Number:	<u>—</u>
Email Address:	<u>—</u>



PRE-BID CONFERENCE  
SIGN IN SHEET

Request for Quotation Number: **7012EC05**

Date: **11/8/2011 10:30**

Project Description: **FULL MATRIX TRAILER MOUNTED SOLAR POWERED MSG BOARD**

PLEASE PRINT LEGIBLY. THIS INFORMATION IS ESSENTIAL TO CONTACT THE ATTENDEES IN A TIMELY MANNER. FAILURE TO DO SO MAY RESULT IN DELAYS IN YOUR COMPANY GETTING IMPORTANT BID INFORMATION.

Firm Name:	<i>Alco</i>
Firm Address:	
Representative Attending:	<i>DOA</i>
Phone Number:	
Fax Number:	
Email Address:	

Firm Name:	
Firm Address:	
Representative Attending:	
Phone Number:	
Fax Number:	
Email Address:	

Firm Name:	<b>IRAMO SERVICES DBA</b>
Firm Address:	<b>KAWANNA ELECTRIC INC. P.O. BOX 141 Campbells Creek Drive Charleston WV</b>
Representative Attending:	<b>Stephen S. Kappa</b>
Phone Number:	<b>304 - 926 - 2450</b>
Fax Number:	<b>304 - 926 - 6425</b>
Email Address:	<b>Kappa@solutionk.com</b>

Firm Name:	
Firm Address:	
Representative Attending:	
Phone Number:	
Fax Number:	
Email Address:	

Firm Name:	<b>KUDA</b>
Firm Address:	
Representative Attending:	<i>[Signature]</i>
Phone Number:	
Fax Number:	
Email Address:	

Firm Name:	
Firm Address:	
Representative Attending:	
Phone Number:	
Fax Number:	
Email Address:	



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  
 7012EC05

PAGE  
 1

ADDRESS CORRESPONDENCE TO ATTENTION OF:  
 PAUL REYNOLDS  
 304-558-0468

VENDOR

\*709032901 630-377-9100  
 WORK AREA PROTECTION CORP  
 2500 PRODUCTION DR  
 PO BOX 4087  
 SAINT CHARLES IL 60174-9081

SHIP TO

DIVISION OF HIGHWAYS  
 EQUIPMENT DIVISION  
 ROUTE 33  
 BRUSHY FORK ROAD  
 BUCKHANNON, WV  
 26201 304-472-1750

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
12/07/2011				

BID OPENING DATE: 12/21/2011 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
ADDENDUM NO. 2						
BID OPENING DATE CHANGED						
FROM: 12/07/11 @1:30 P.M.						
TO: 12/21/11 @1:30 P.M.						
NO OTHER CHANGES						
0001		EA		290-82	\$18,700.00	\$18,700.00
FULL MATRIX TRAILER MOUNTED SOLAR POWERED MSG BOARD						
***** THIS IS THE END OF RFQ 7012EC05 ***** TOTAL:						\$18,700.00

RECEIVED  
 2011 DEC 15 PM 2:42  
 WV PURCHASING  
 DIVISION

SEE REVERSE SIDE FOR TERMS AND CONDITIONS			
SIGNATURE <i>Michael P. Lohman</i>	TELEPHONE 800-327-4417	DATE 12/12/11	
TITLE Vice President	FEIN 52-1488457	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).