



**smiths detection**  
bringing technology to life

**Fax Cover Sheet**

Company	State of West Virginia	
Attention	Attn: Luanne/ Tara Lylo	Purchasing Division
Fax No	304-558-3970	
From	Smiths Detection	
Direct Fax No	973-496-9300	
Direct Tel No	973-496-9319	
Date	11/1/11	Page 1 of 6

Good Afternoon,

The attached is a response to RFO # PRS12011.

Please visit [http://www.smithsdetection.com/sales\\_terms\\_US.php](http://www.smithsdetection.com/sales_terms_US.php) for our US Sales Terms & Conditions

Regards,

*Martha Parra*  
FSO, Facility Supervisor

**Smiths Detection Inc.**  
Facilities  
60A Columbia Rd  
Morristown, NJ 07960  
Main phone: 973 496 9200  
Main fax: 973 496 9300  
Direct Dial: 973-496-9319

RECEIVED  
PURCHASING DIVISION  
STATE OF WY  
2011 NOV - 1 P 2:38

# smiths detection

bringing technology to life

Smiths Detection  
 60A Columbia Rd., Morristown, NJ 07960 141  
 Regional Sales Office:  
 141 Chastain Manor Dr., Norcross, GA 30071  
 Tel 770-840-8400 Fax 770-840-0480  
[www.smithsdetection.com](http://www.smithsdetection.com)

Email: [don.verity@smithsdetection.com](mailto:don.verity@smithsdetection.com)

## QUOTATION

**Customer:**  
 State of West Virginia-Purchasing  
 Department of Administration  
 2019 Washington St., East  
 P.O. Box 50130  
 Charleston, WV 25305-0130  
 Tel 304-558-2544

Date: November 8, 2011

Requested By: Tara Lyle

Quotation #: SE110811Protective

SAP # 20020725

QTY	DESCRIPTION: PRICING BASED ON HIRE (HAZARDOUS INCIDENT RESPONSE EQUIPMENT) MULTISTATE CONTRACT	UNIT PRICE	EXTENDED PRICE
2	Hi-Scan 6040ds Standard Penetration High Performance X-Ray Imaging System with Hi-Mat Material Analysis	\$ 22,355	\$ 44,710
2	1 Meter (40 inches) Entry Table	\$ 950	\$ 1,900
2	1 Meter (40 inches) Exit Table	\$ 1,675	\$ 3,350
	Total Bid Price		\$ 49,960
Freight			INCLUDED
Installation and Training			INCLUDED
Warranty: One Year Parts, Labor, Freight and Travel Expense			INCLUDED
This quotation is valid for 90 days. Sales Tax, if required, is not included in this quotation.			

Veronica  
Whitmore

Digitally signed by Veronica Whitmore  
 DN: cn=Veronica Whitmore, o=Smiths  
 Detection, ou=Sales/Marketing,  
 email=whitmore@smithsdetection.com, c=US  
 Date: 2011.10.28 16:22:22 -0400

Smiths Detection terms and conditions are hereby incorporated in this quotation and any purchase order that may result from this quotation will be in accordance with these terms and conditions. These terms and conditions can be located at the following Smiths Detection Website: [www.smithsdetection.com/eng/US\\_terms\\_conditions.php](http://www.smithsdetection.com/eng/US_terms_conditions.php)



State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2010 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25306-0130

**Request for Quotation**

RFQ NUMBER  
 PRS12011

PAGE  
 1

ADDRESS CORRESPONDENCE TO ATTENTION OF  
 CARA LYLE  
 304-558-2544

RFQ COPY  
 TYPE NAME/ADDRESS HERE

PROTECTIVE SERVICES  
 DIVISION OF  
 BUILDING 1, ROOM 152-A  
 1900 KANAWHA BOULEVARD, EAST  
 CHARLESTON, WV  
 25305 304-558-9911

DATE PRINTED	TERMS OF SALE	SHIP MODE	OFF	OFFICE/TEAMS
10/28/2011	11/08/2011			
BID OPENING DATE:		BID OPENING TIME 01:30PM		
LINE	QUANTITY	UOM	UNIT PRICE	AMOUNT
001	2	EA	680-44	
ADDENDUM NO. 1 1. BID FORM ATTACHED. 2. TO MOVE THE BID OPENING DATE FROM 11/03/2011 TO 11/08/2011. 3. ADDENDUM ACKNOWLEDGEMENT IS ATTACHED. THIS DOCUMENT SHOULD BE SIGNED AND RETURNED WITH YOUR BID. FAILURE TO SIGN AND RETURN MAY RESULT IN DISQUALIFICATION OF YOUR BID.  END OF ADDENDUM NO. 1  X-RAY INSPECTION SYSTEM  ***** THIS IS THE END OF RFQ PRS12011 ***** TOTAL:				

Date 10/28/11  
 Pages 4  
 From Cara Lyle  
 Co/Dept  
 Phone 304-558-2544  
 Fax 304-207-9780

SIGNATURE *William C. ...*

TELEPHONE 304-612-2612

DATE Nov 1, 2011

ADDRESS CHANGES TO BE NOTED ABOVE

TITLE VP Contracts & Compliance PEIN 22-3552823

WHEN RESPONDING TO RFQ PLEASE REFER TO THE PURCHASING DIVISION  
 28 Nov 2011 01:03:08 304-558-4115

PRS12011 - DIVISION OF PROTECTIVE SERVICES				
Item #	Description	QUANTITY	Unit Price	Extended Amount
1	Smiths Hi-SCAN 60514s Heilmann X-Ray Inspectors system, or equal. The unit price should include the unit, 1 meter roller table, entry and exit, delivery, installation and training.	2	\$ 24,980	\$ 49,960
	Failure to use this form may result in disqualification		<b>GRAND TOTAL:</b>	\$ 49,960
Bidder/Vendor Information:				
Name: Smiths Detection				
Address: 60A Columbia Rd. Morristown, NJ 07960				
Phone: 973-496-9200				
Email Address: dmor.salesdepartment@smithsdetection.com				

EXHIBIT 10

REQUISITION NO.: PRS12011

ADDENDUM ACKNOWLEDGEMENT

I HEREBY ACKNOWLEDGE RECEIPT OF THE FOLLOWING CHECKED ADDENDUM(S) AND HAVE MADE THE NECESSARY REVISIONS TO MY PROPOSAL, PLANS AND/OR SPECIFICATION, ETC.

ADDENDUM NO.'S:

NO. 1

NO. 2

NO. 3

NO. 4

NO. 5

I UNDERSTAND THAT FAILURE TO CONFIRM THE RECEIPT OF THE ADDENDUM(S) MAY BE CAUSE FOR REJECTION OF BIDS. VENDOR MUST CLEARLY UNDERSTAND THAT ANY VERBAL REPRESENTATION MADE OR ASSUMED TO BE MADE DURING ANY ORAL DISCUSSION HELD BETWEEN VENDOR'S REPRESENTATIVES AND ANY STATE PERSONNEL IS NOT BINDING. ONLY THE INFORMATION ISSUED IN WRITING AND ADDED TO THE SPECIFICATIONS BY AN OFFICIAL ADDENDUM IS BINDING.

*James McClellan*  
SIGNATURE

*Smiths Detection Inc.*  
COMPANY

*November 1, 2011*  
DATE

REV. 11/96

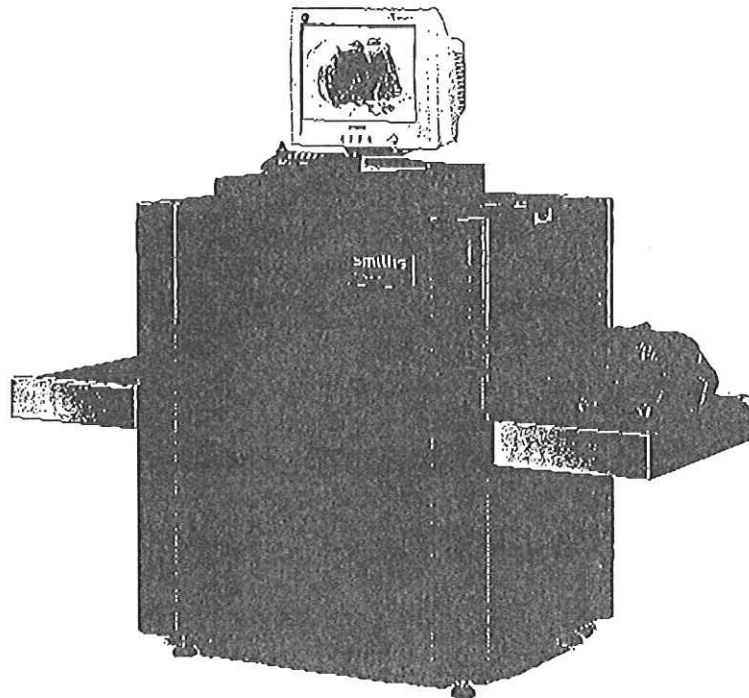
Technical Information

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# HI-SCAN™ 6040ds

## HEIMANN X-RAY TECHNOLOGY



### Feature Highlights

- Compact solution for mobile and stationary applications
- State of the art technology with HI-MAT<sup>Plus</sup> material classification

#### Optional

- HI-TIP: Threat Image Projection
- Xtrain: Operator training system
- IMS: Electronic Image storage and archive
- Xport: Image export in TIF- or JPEG format Incl. automatic transmission to PC via Ethernet

HI-SCAN 6040ds has been specially developed to prevent the smuggling of dangerous objects in briefcases, handbags, rucksacks, carrier bags etc..

The system stands out with a modern design and a robust structure, optimum dimensions and a very low weight. Therefore, it is excellently suited to be used as a mobile inspection system at changing sites.

The system is filmsafe and able to penetrate up to 30 mm steel. Objects of 60 cm width and 40cm height and unlimited length can be scanned without problems.

HI-SCAN 6040ds is very easy to operate. The scanned objects can be visualized as classified material groups allowing the operator to easily and precisely identify the contents. The excellent technical equipment facilitates maximum inspection quality at minimum inspection time.

HI-SCAN 6040ds: the robust, light-weight system for security checks in entrance areas.

# Technical Data HI-SCAN 6040ds

## General Specifications

Tunnel dimensions	620 (B) x 420 (H) [mm] • 24.4" (B) x 16.5" (H)
Max. object size	615 (B) x 410 (H) [mm] • 24.2" (B) x 16.1" (H)
Conveyor height <sup>1)</sup>	approx. 650 mm (25.6")
Conveyor speed at mains frequency	approx. 0.2 / 0.24 [m/s]
50 Hz / 60 Hz	
Max. conveyor load (evenly distributed)	100 kg (220.5 lbs)
Resolution (wire detectability <sup>2)</sup>	Standard: 38 AWG (0.1 mm) • typical: 39 AWG (0.09 mm)
Penetration (steel) <sup>2)</sup>	Standard: 27 mm • typical: 30 mm
X-ray dose (typical)	HI-MAT: 1.6 µSv (0.16 mrem)
Film safety	Guaranteed even for high speed films up to ISO 1600 (33 DIN)
Duty cycle	100 %, no warm-up procedure required

## X-ray Generator

Anode voltage • cooling	140 kV cp • hermetically sealed oil bath
Beam direction	diagonal

## Image Generating System

X-ray converter	L-shaped detector line, high resolution
Grey levels stored	4096
Image presentation	B/W, color
Digital video memory	1280 x 1024 / 24 bit
Image evaluation functions	B/W, HIGH, LOW, NEG; incl. Option HI-MAT, additionally VARI-MAT, O <sup>3</sup> , OS electronic zoom: stepless enlargement up to 16-times
Monitor	17" color monitor, low radiation according to MPR II und TCO 99 standards, other monitors on request

## Additional Features

Features	Luggage counter, user-Id number, display of operating mode, REVIEW-feature to recall previously visible image areas, zoom overview, free programmable keys
Options	HI-TIP, HI-SPOT, SEN, Xport, IMS (Image Management System)

## Installation Data

X-ray leakage	meets all applicable laws and regulations with respect to X-ray emitting devices
CE-labelling	in compliance with 90/37/EWG, 72/23/EWG, 89/336/EWG
Sound pressure level	< 56 dB(A)
Operating- / storage temperature <sup>4)</sup>	0° - 40°C / -20°C - +60°C
Humidity	10% - 90% (non-condensing)
Power supply <sup>5)</sup>	standard: 230 VAC or 110 VAC +10% / -15% • 50 Hz / 60 Hz ± 3 Hz
Power consumption	approx. 0.5 kVA
Protection class system	IP 20
Dimensions • Weight <sup>4)</sup>	1730 (L) <sup>4)</sup> x 797 (B) x 1180 (H) [mm] • approx. 340 kg 68" (L) <sup>4)</sup> x 31.4" (B) x 46.5" (H) • approx. 740 (lb)

## Mechanical construction

Steel construction with aluminum panels  
standard color(s): RAL 7016 / stainless steel

<sup>1)</sup> approx. values (adjustable)

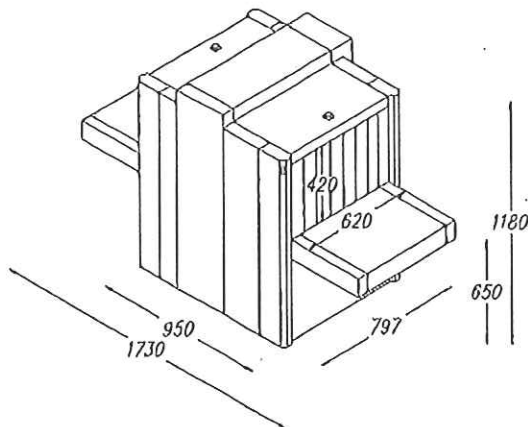
<sup>2)</sup> different length of conveyor and mechanical access protection on request

<sup>3)</sup> Conds.: steel step wedge, CU wires, 0.2 m/s belt speed

<sup>4)</sup> extended temperature range on request

<sup>5)</sup> different values optional

<sup>4)</sup> without control desk, keyboard, monitor(s) etc.



For product information, sales or service, please go to [www.smithsdetection.com/locations](http://www.smithsdetection.com/locations)

Smiths Heimann GmbH, Im Herzen 4, 65205 Wiesbaden, Germany  
Modifications reserved, 95589206 15/04/2010 © Smiths Detection Group Ltd. - In some cases, the figures contain options  
HI-SCAN is a trademark of Smiths Detection Group Ltd.

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