



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

Solicitation

NUMBER
LOT507

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF:
CONNIE OSWALD 304-558-2157

VENDOR

RFQ COPY
 TYPE NAME/ADDRESS HERE
 AMERICAN POWER & LIGHTING SYSTEMS
 P O BOX 8341
 S CHARLESTON WV 25303

SHIP TO

LOTTERY COMMISSION
 VARIOUS LOCALES AS INDICATED
 BY ORDER

DATE PRINTED
04/22/2013
BID OPENING DATE:
05/21/2013

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	BID OPENING TIME	UNIT PRICE	AMOUNT
0001	1	JB		287-12	1:30PM		25446.85
THE STATE OF WEST VIRGINIA AND ITS AGENCY THE WEST VIRGINIA LOTTERY REQUEST A QUOTE TO PROVIDE 120 ENERSYS HX400 UPS BATTERIES OR EQUAL AND LABOR TO INSTALL AND REMOVE THE EXISTING BATTERIES LOCATED AT THE WV LOTTERY HOT BACKUP SITE AT 9337 MIDDLETOWN MALL, WHITE HALL, WV PER THE ATTACHED SPECIFICATIONS AND INSTRUCTIONS TO BIDDERS. BID OPENING: MAY 21, 2013 AT 1:30 PM 120 ENERSYS HX400 UPS BATTERIES OR EQUAL & LABOR TO INSTALL AT THE WV LOTTERY HOT BACKUP SITE LOCATED AT 9337 MIDDLETOWN MALL, WHITE HALL, WV PER THE ATTACHED SPECIFICATIONS AND INSTRUCTIONS TO BIDDERS. ***** THIS IS THE END OF RFQ LOT507 ***** TOTAL: 25446.85							

05/21/13 12:00:19 PM
 West Virginia Purchasing Division

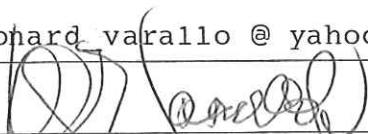
SIGNATURE	TELEPHONE	DATE
	304 546-1177	5.21.13
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE
OWNER		

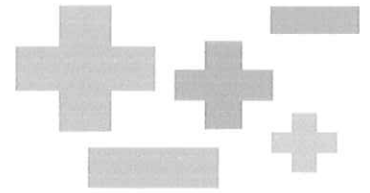
WHEN RESPONDING TO SOLICITATION, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

REQUEST FOR QUOTATION
RFQ Number LOT507 ENERSYS HX400 UPS BATTERIES

7. PRICING PAGE

A. 120 each, ENERSYS HX400 UPS BATTERIES or equal.	\$ SEE BELOW
B. FREIGHT	\$ Allowed - NC
C. LABOR TO INSTALL, REMOVE & DISPOSE OF OLD BATTERIES - ALL INCLUSIVE	\$ SEE BELOW
TOTAL OF A + B + C =	\$ 25440.85

VENDOR NAME	AMERICAN POWER & LIGHTING SYSTEMS
ADDRESS	P O BOX 8341
CITY / STATE / ZIP CODE	S CHARLESTON WV 25503
CONTACT PERSON	LEONARD VARALLO
TELEPHONE	304 546 1177
CELL PHONE	304 546 1177
EMAIL	leonard_varallo@yahoo.com
SIGNATURE	



Applications and Key Benefits

- + 12V AGM blocs – 100WPC to 700WPC
- Ideal for:
 - High rate discharge UPS application
 - Emergency power supply systems
 - IT network operations and data centers
 - Emergency lighting
- + Up to 10 year design life at 77°F on float
- + High energy density allows more compact battery layout and footprint
- + Easy installation in cabinets or racks
- + Non-spillable
- + AGM recombination technology minimizes gassing
- + No water additions required
- + Non-hazardous for air/sea/rail/ road transportation
- + 100% Recyclable

Applicable Standards

- UL Recognized
- UL 1778 4th edition - UPS equipment certification
- IEC 60896 Part 21 - VRLA methods of testing
- IEC 60896 Part 22 - VRLA requirements
- BS 6290 Part 4 - Specifications for VRLA classification

FIAMM Manufacturing

- ISO 9001 Quality Management System
- ISO 14001 Environmental Management System
- OHSAS 18001 Workplace Safety & Health

Technical Features

- **Plates:** Gravity casted grids from high purity lead calcium tin alloy provide an optimal current conducting framework for high rate discharge. Minimal grid growth and corrosion resistant for prolonged service life
- **Active Material:** on both sides of the grids guarantees optimized performance
- **Electrolyte:** fully absorbed in glass mat "AGM" separators with extremely high microporosity
- **Terminal Posts:** threaded inserts provide high conductivity, retain required torque values and allow for easy installation
- **Post Seals:** high integrity post seal design prevents electrolyte leakage over a wide temperature range
- **One-way Safety Valves:** open at 5 PSI and close at 3 PSI to allow excess gas to escape when overcharging
- **Flame Arrestors:** prevent any errant spark or flames from entering the battery.
- **Container and cover:** made from thick walled flame retardant ABS plastic and designed for unsurpassed mechanical strength. Thermally welded case to cover sealing eliminates leaks.
- **Flame Retardant Plastics:** Case and cover has an LOI greater than 28% and meets the flame retardant standards of UL 94 V-O
- **Orientation:** Upright, side or end mounting are recommended
- **Shelf life:** < 2% self-discharge per month at 77°F allows 6 months shelf life before boosting is required



HIGHLITE FLX

FIAMM FLX range

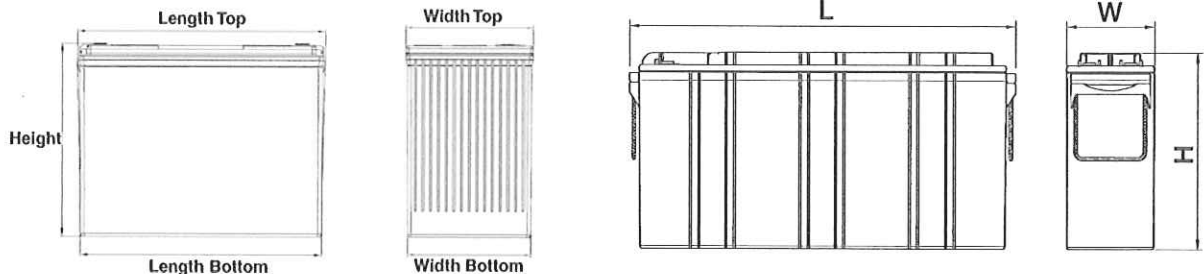
BATTERY TYPE	NOMINAL VOLTAGE (V)	CONSTANT POWER Watts per cell at 77°F	CAPACITY (Ah) at 77°F	DIMENSIONS (in.)			WEIGHT (lbs)	TERMINALS
		15 min to 1.67 VPC	20 hrs to 1.75 VPC	Top Length/ Bottom Length	Top Width/ Bottom Width	Height		
12 FLX 100	12	101	28.6	6.53/6.42	5.16/5.07	6.77	21.4	10/32 - UNF
12 FLX 150	12	152	44.0	7.78/7.67	6.48/6.37	6.65	30.6	10/32 - UNF
12 FLX 200	12	225	60.5	9.06/8.90	5.43/5.34	8.35	39.2	1/4" - 20
12 FLX 300	12	340	82.5	10.27/10.16	6.85/6.57	8.58	58.3	1/4" - 20
12 FLX 350	12	390	99.0	11.87/11.76	6.85/6.57	8.58	67.5	1/4" - 20
12 FLX 400	12	415	110	13.31/12.74	6.85/6.57	8.46	73.3	1/4" - 20
12 FLX 500	12	502	132	13.31/12.74	6.85/6.57	10.87	93.6	1/4" - 20
12 FLX 540	12	570	154	13.31/12.74	6.85/6.57	10.87	98.0	1/4" - 20
12 FLX 700	12	702	198	21.97/20.98	4.96/4.92	12.64	134	Female M8

DISCHARGE WATTS PER CELL TO 1.67 V/CELL AT 77°F

BATTERY TYPE	MINUTES							
	5	10	15	20	30	45	60	90
12 FLX 100	186	131	101	83	61	42	35	24
12 FLX 150	279	196	152	124	92	63	52	36
12 FLX 200	400	300	225	180	140	100	83	58
12 FLX 300	570	445	340	278	221	161	122	84
12 FLX 350	660	520	390	315	232	175	138	97
12 FLX 400	740	550	415	342	262	195	156	112
12 FLX 500	814	613	502	418	318	232	181	128
12 FLX 540	910	740	570	485	355	262	215	152
12 FLX 700	1060	855	702	577	434	318	256	178

Electrical Characteristics

- + FLOAT VOLTAGE CHARGE AT 77°F: 13.62 V/bloc
- + FLOAT VOLTAGE COMPENSATION WITH TEMPERATURE: -8.3 mV/°F per bloc
- + TERMINAL TORQUE VALUE: 10/32 UNF = 44 - 53 in.lbs; 1/4" - 20 = 88 - 106 in.lbs; Female M8 = 88 - 106 in.lbs



FIAMM Energy LLC
1 FIAMM Way
Waynesboro, GA 30830
www.fiamm.com
email: info.standby.america@fiamm.com

FIAMM
+ -

Industrial Batteries

QUOTED BATTERY @ ARROWS



American Power & Lighting Systems

P. O. BOX 8341 • SO. CHARLESTON, WV 25303 • (304) 744-6942

Over 40 years experience in battery & charger systems for every application.



PROFESSIONAL REFERENCES



Emergency Lighting

Replacement
Batteries & Parts
For All Brands

CONSTELLATION ENERGY POWER SOURCE

MR SEAN RILEY - MAINT MGR

P O BOX 17340

BALTIMORE MD 21297-1340

443 677 9175



WYCLIFFE ENTERPRISES

MR JEFF WYCLIFFE - OWNER

4211 MARYLAND CT

MIDDLETOWN MD 21769

301 371 3278

• UPS:



• PM Programs
& Diagnostic on-site
Testing

CSX TRANSPORTATION

MR MIKE STILTNER - FACILITYS MGR

935 7TH AVE

HUNTINGTON WV 25701

304 638 2799

CHARLESTON AREA MEDICAL CENTER

MR LEE KERR - IT MGR

P O BOX 2069

CHARLESTON WV 25327

304 546 0865

WEST VIRGINIA UNIVERSITY

MR MATT GLOTFELTY - NETWORK OPERATIONS

UNIVERSITY AVE

MORGANTOWN WV 26506

304 293 8909

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.
7. Application is made for preference as a non-resident small, women- and minority-owned business, in accordance with West Virginia Code §5A-3-59 and West Virginia Code of State Rules. Bidder has been or expects to be approved prior to contract award by the Purchasing Division as a certified small, women- and minority-owned business.

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.

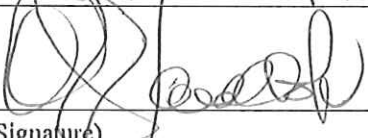
Under penalty of law for false swearing (West Virginia Code, §61-5-3), Bidder hereby certifies that this certificate is true and accurate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate changes during the term of the contract, Bidder will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

Bidder: AMERICAN POWER & LIGHTS SYS Signed: [Signature] Date: 5.20.13 Title: OWNER

CERTIFICATION AND SIGNATURE PAGE

By signing below, I certify that I have reviewed this Solicitation in its entirety; understand the requirements, terms and conditions, and other information contained herein; that I am submitting this bid or proposal for review and consideration; that I am authorized by the bidder to execute this bid or any documents related thereto on bidder's behalf; that I am authorized to bind the bidder in a contractual relationship; and that to the best of my knowledge, the bidder has properly registered with any State agency that may require registration.

AMERICAN POWER & LIG. SYSTEMS
(Company)


(Authorized Signature)

LEONARD VARADO / OWNER
(Representative Name, Title)

304 546 1177 / 304 343 0245
(Phone Number) (Fax Number)

5.20.13
(Date)

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: LOT507

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

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

Addendum Numbers Received:
 (Check the box next to each addendum received)

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

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

American Power & Light Systems
 Company

 Authorized Signature
5.20.13
 Date

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

RFQ No. LOT507

STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING AFFIDAVIT

MANDATE: Under W. Va. Code §5A-3-10a, no contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

EXCEPTION: The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. Code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

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

"Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

AFFIRMATION: By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (W. Va. Code §61-5-3) that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

WITNESS THE FOLLOWING SIGNATURE:

Vendor's Name: American Power & Ltg. Systems

Authorized Signature: [Signature] Date: 5.20.13

State of WV

County of Kanawha, to-wit:

Taken, subscribed, and sworn to before me this 20 day of May, 2013.

My Commission expires Sept 20, 2014.

AFFIX SEAL HERE

NOTARY PUBLIC [Signature]
Purchasing Affidavit (Revised 07/01/2012)

