



West Virginia Purchasing Division

2019 Washington Street, East
Charleston, WV 25305
Telephone: 304-558-2306
General Fax: 304-558-6026
Bid Fax: 304-558-3970

The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at ***wvOASIS.gov***. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at ***WVPurchasing.gov*** with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

Header

List View

General Information [Contact](#) [Default Values](#) [Discount](#) [Document Information](#)

Procurement Folder: 180034


Procurement Type: Central Purchase Order

Vendor ID: VC0000023262 

Legal Name: WYSONG ENTERPRISES INC

Alias/DBA:

Total Bid: \$289,074.00

Response Date: 02/03/2016 

Response Time: 20:06

SO Doc Code: CRFQ

SO Dept: 0215

SO Doc ID: AVN1600000002

Published Date: 1/25/16

Close Date: 2/4/16

Close Time: 13:30

Status: Closed

Solicitation Description: Addendum 1 - Avionics, Equipment, Paint Upgrades to Bell 206 


Total of Header Attachments: 0

Total of All Attachments: 0



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

**State of West Virginia
 Solicitation Response**

Proc Folder : 180034

Solicitation Description : Addendum 1 - Avionics, Equipment, Paint Upgrades to Bell 206

Proc Type : Central Purchase Order

Date issued	Solicitation Closes	Solicitation No	Version
	2016-02-04 13:30:00	SR 0215 ESR02031600000003299	1

VENDOR

VC0000023262
 WYSONG ENTERPRISES INC

FOR INFORMATION CONTACT THE BUYER

Linda Harper
 (304) 558-0468
 linda.b.harper@wv.gov

Signature X FEIN # DATE

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

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Exhibit A Price Sheet Item 1	1.00000	LS	\$44,950.000000	\$44,950.00

Comm Code	Manufacturer	Specification	Model #
78181800			

Extended Description : Remove exterior paint and repaint the interior and exterior per Agency Specifications.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	Exhibit A Price Sheet Item 2	1.00000	LS	\$242,720.000000	\$242,720.00

Comm Code	Manufacturer	Specification	Model #
78181800			

Extended Description : Remove designated equipment in Section 4.1.2 and provide and install as required items in 4.1.3 thru Section 4.1.8

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	Exhibit A Price Sheet Section B	1.00000	LS	\$1,404.000000	\$1,404.00

Comm Code	Manufacturer	Specification	Model #
78181800			

Extended Description : Section B Flight time calculation to fly round trip from Charleston, WV Yeager Airport to contractor's facility in nautical miles



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**State of West Virginia
 Request for Quotation**

Proc Folder: 180034

Doc Description: Addendum 1 - Avionics, Equipment, Paint Upgrades to Bell 206

Proc Type: Central Purchase Order

Date Issued	Solicitation Closes	Solicitation No	Version
2016-01-25	2016-02-04 13:30:00	CRFQ 0215 AVN1600000002	2

BID RECEIVING LOCATION

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

VENDOR

Vendor Name, Address and Telephone Number:

Wysong Enterprises, Inc.
 2695 Hwy 75
 Blountville, TN 37617
 Phone: 423-325-6900

FOR INFORMATION CONTACT THE BUYER

Linda Harper
 (304) 558-0468
 linda.b.harper@wv.gov

Signature X FEIN # DATE

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

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: AVN1600000002

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:

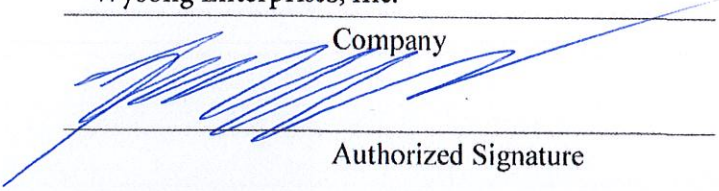
(Check the box next to each addendum received)

- | | |
|----------------------------------------------------|------------------------------------------|
| <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.

Wysong Enterprises, Inc.

Company



Authorized Signature

02/03/2016

Date

NOTE: This addendum acknowledgment should be submitted with the bid to expedite document processing.
Revised 6/8/2012

Exhibit "A" Price Sheet

Bell 206B SN 5269

Vendors must complete the below cost scenario.

Section A:

Item	Description		Unit of Measure	Estimated Quantity	Extended Cost
1	Remove exterior paint and repaint the interior and exterior per Agency specifications		Lump Sum	1	\$44,950.00
2	Remove designated equipment in Section 4.1.2 and provide and install as required items 4.1.3 thru Section 4.1.8		Lump Sum	1	\$242,720.00
				Total Lines 1-2	\$287,670.00

Section B:

Flight time calculation to fly Round Trip from Charleston, WV

Round Trip Cost Calculation will be based on the straight line distance of the contractor's facility from Yeager Airport in Charleston, WV in nautical miles divided by aircraft nominal airspeed multiplied by the Aviation Division's billing rate per hour multiplied by two.

	Description	Per Trip
<u>117</u>	NM to contractor's facility divided by 100 (KTAS) x \$600.00 (per hour) x 2	\$1,404.00
Subtotal B:		\$1,404.00
Subtotal Section A:		\$287,670.00
Subtotal Section B:		\$1,404.00
TOTAL BID		\$289,074.00

Notes:

- 1) For line item 1. the vendor is to provide the Lump Sum amount for repainting the aircraft per the specifications
- 2) for Line item 2. The Vendor is to provide the Lump Sum amount for all other equipment and services as required by the specifications
- 3) Vendors should complete this form in its entirety in lieu of submitting other quote forms. Submitted form should be provided in a legible form. (Typewritten form preferred.)

Exhibit B - Product Submission Identification Page

Item Number	Description	Vendor Alternate Submitted Brand	Alternate Brand Model Number
4.1.3.1	Garmin GTN 750 GPS/NAV/COM 16Watt with Helicopter Terrain Awareness and Warning System or Equal	No Change	
4.1.3.2	Garmin GTX 330 Transponder or Equal	No Change	
4.1.3.3	Garmin GDL 88 or Equal	No Change	
4.1.3.4	NAT AMS 44N dual channel radio or Equal	No Change	
4.1.3.5	Garmin Flight Stream 210 or Equal	No Change	
4.1.3.7	SPIDERTRACKS S-3 (or EQUAL) Night Vision Goggle (NVG)	No Change	
4.1.3.8	ARTEX 406mhz or Equal Emergency Locator Transmitter	Our pricing is for the APX7000 per RFQ.	
4.1.5.8.1	AVALEX AVM 4090 8.4" display or Equal, interfaced to the agency-owned FLIR 8500	No Change	
4.1.5.8.2	AVR 8122 recorder or Equal, interfaced to the agency-owned FLIR 8500	No Change	
4.1.5.9	PARAVION (or Equal) Engine auto-relight kit	No Change	


Vendors submitting or Equal components Must submit this form with their submitted bid response.
Vendors should provide equipment specification sheets with their submitted bid response

CERTIFICATION AND SIGNATURE PAGE

By signing below, or submitting documentation through wvOASIS, I certify that I have reviewed this Solicitation in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that I am authorized by the vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

Wysong Enterprises, Inc.

(Company)


Rodney Wysong Vice President

(Authorized Signature) (Representative Name, Title)

P: 423;325;6900 F: 423-325-6905 02/02/2016

(Phone Number) (Fax Number) (Date)

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: Wysong Enterprises, Inc.

Authorized Signature: *David Hillbert* Date: 2/3/16

State of Tennessee

County of Sullivan, to-wit:

Taken, subscribed, and sworn to before me this 3rd day of February, 2016.

My Commission expires 6/22/16, 2016.

AFFIX SEAL HERE



NOTARY PUBLIC

Karen Weaver

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 Vendor Preference, if applicable.

1. **Application is made for 2.5% 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% 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% 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% 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% 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% 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: Wysong Enterprises, Inc.

Signed: 

Date: 02/03/2016

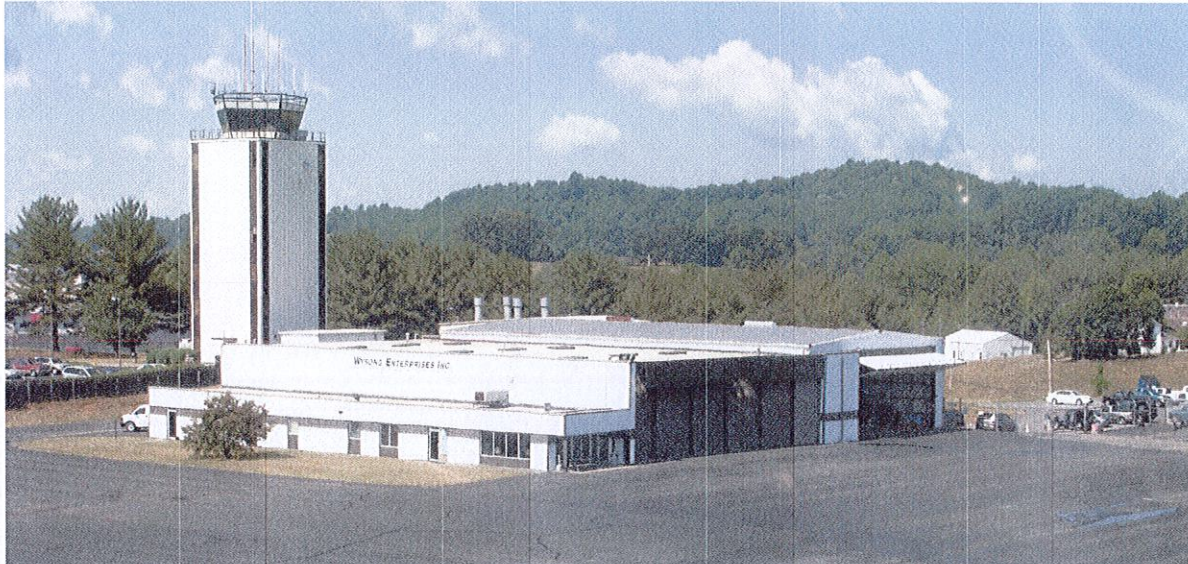
Title: Vice President

Corporate Resume Summary

Wysong Enterprises, Inc. was incorporated in February of 1989 by Mr. Stephen Wysong. Already having 15 years of avionics experience, which included the opening of the avionics department of Edwards & Associates (currently Bell Helicopter – Piney Flats), Mr. Wysong saw the opportunity to match his technical expertise with a growing need of television news broadcasters. While nothing was faster or more effective than a live, aerial feed from a helicopter hovering over the scene, the typical ship at that time was lacking the technical capability for the tasks desired by the media industry.

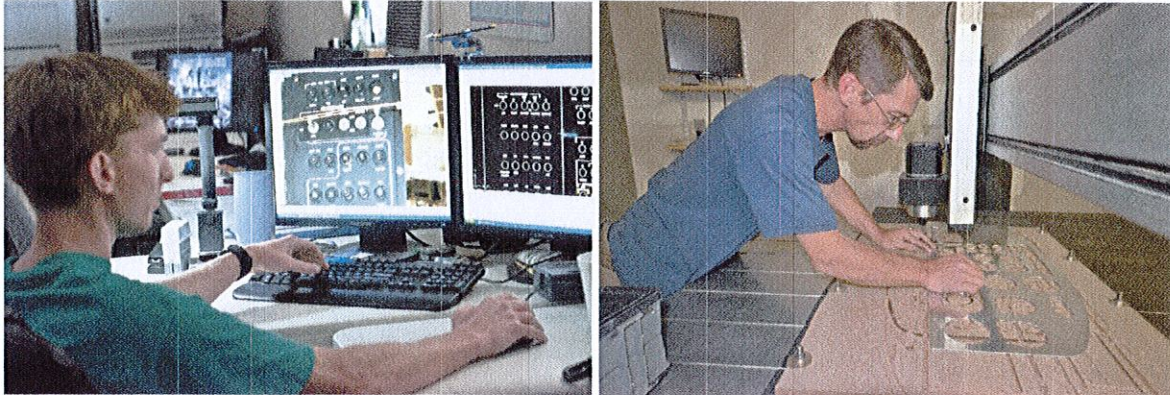
Mr. Wysong's knowledge of helicopter systems and electronics, along with his unmatched commitment to customer service, positioned Wysong to become the industry leader in the field of complex video and audio integrations on helicopters. Throughout our 25 year history Wysong has performed more than 175 such integrations on law enforcement and television news helicopters. Wysong Enterprises, a FAA 145 Repair Station since 1996, currently holds 4 FAA Supplemental Type Certificates (STC's) for products created to support and enhance airborne video and audio communications. These custom solutions fly proudly today benefitting both law enforcement as well as broadcast providers.

Wysong Enterprises is conveniently located on the south general aviation ramp at the Tri-Cities Regional Airport (KTRI). The Tri-Cities Airport is served by Delta, US Airways, and Allegiant Airlines. Wysong is also conveniently located 6 nautical miles from the Bell Helicopter acceptance facility in Piney Flats, TN.



The beautiful, rugged terrain of the Appalachian Mountains provides the perfect test bed for advanced avionics systems such as radar altimeters, synthetic vision, obstacle, terrain and warning systems. Wysong is an approved sales and installation facility for leading avionics manufacturers including Garmin, Bendix / King / Honeywell, Sagem Avionics, Cobham, Genesys, Technisonic, and others.

Today, the Wysong team includes individuals with experience not only in helicopter modifications but also in CAD, CNC programming, and broadcast engineering to offer our clients dependable equipment integrations on their law enforcement platforms. Mr. Wysong continues to be actively involved in the daily management and operations of Wysong Enterprises.





Project Manager:

The project manager will serve as the point of contact and ensure that all work is performed to the specifications of West Virginia Aviation Division.

Paul Schreuder
Sales Manager
pschreuder@wysongusa.com
423.325.6900
Office location: Blountville, TN

Mr. Schreuder has 35 years of experience in aviation and marketing, and holds an Airline Transport Pilot Certificate for Rotorcraft-Helicopters and Multi-Engine Airplanes.

Other key Wysong personnel (all at the Blountville, TN location):

Steve Wysong
President
steve@wysongusa.com

Rodney Wysong
Vice-President
Rodney@wysongusa.com

Tom Irmeger
Director Sales and Marketing
tirmeger@wysongusa.com

Stephnie Branscomb
FAA Coordinator
stef@wysongusa.com

James McCoy
Avionics Supervisor
jmccoy@wysongusa.com

Bob Shepard
Engineering Supervisor
bshepard@wysongusa.com



UNITED STATES OF AMERICA
DEPARTMENT OF TRANSPORTATION
FEDERAL AVIATION ADMINISTRATION

Air Agency Certificate

Number W3ER617N

This certificate is issued to

Wysong Enterprises, Inc.

whose business address is

**2695 Highway 75
Blountville, TN 37617**

*upon finding that its organization complies in all respects
with the requirements of the Federal Aviation Regulations
relating to the establishment of an Air Agency, and is
empowered to operate an approved* **Repair Station**

with the following ratings:

- Limited Radio**
- Limited Instrument**
- Limited Airframe (04/04/2001)**
- Limited Powerplant (03/06/2008)**

*This certificate, unless canceled, suspended, or revoked,
shall continue in effect* **INDEFINITELY**

Date issued:

October 24, 1996

By direction of the Administrator
Walter H. Devan

WALTER H. DEVAN

MANAGER ACE-FSDO-19

**This Certificate is not Transferable, AND ANY MAJOR CHANGE IN THE BASIC FACILITIES, OR IN THE LOCATION THEREOF,
SHALL BE IMMEDIATELY REPORTED TO THE APPROPRIATE REGIONAL OFFICE OF THE FEDERAL AVIATION ADMINISTRATION**

Any alteration of this certificate is punishable by a fine of not exceeding \$1,000, or imprisonment not exceeding 3 years, or both



(References)

Georgia State Patrol
Jeff Gehrlich
1900 Airport Rd
Kennesaw GA 30144
jgehrlich@gsp.net
770.528.5439

(1) Bell 407 Law Enforcement Completion, 2014

New York Police Dept.
United States Dept of Justice
c/o Helinet Technologies
Ron Magocsi
New York NY
rmagocsi@helinet.com
917.929.8002

(2) Bell 412 Video Downlink Integration, 2012-2013
(7) Bell 407 Law Enforcement Integration, 2011-2014

Charlotte Police Dept.
Eric Kelley
Charlotte NC
wkelly@cmpd.org
704.359.4623

(2) Bell 407 Law Enforcement Completion, 2012

Osceola County Sheriff
George Freeman
Kissimmee FL
407.348.1100
gfree@osceola.org

(3) Bell OH 58 Law Enforcement Completion, 2008-2010

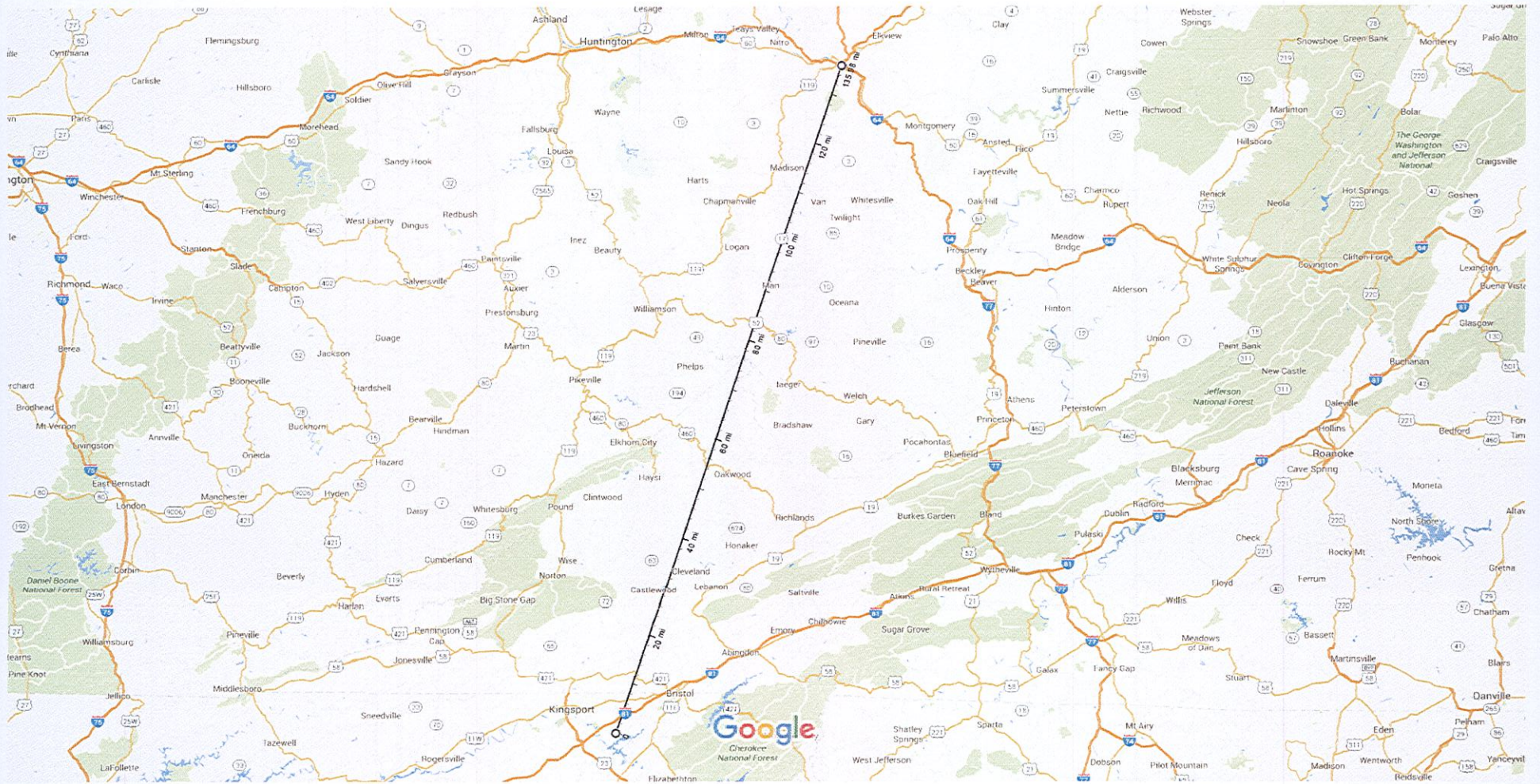
New York City Dept. of
Environmental Protection Police
c/o Helicopter Flight Services
John Kjekstad
New York NY
212.355.0801
johnkjekstad@yahoo.com

(1) Bell 407 Law Enforcement Completion, 2009



Google Maps

Charleston WV to Wysong Enterprises, KTRI



Map data ©2015 Google 10 mi

Measure distance

Total distance: 135.98 mi (218.85 km)