



# 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: 227909

Procurement Type: Central Master Agreement

Vendor ID: 000000188441

Legal Name: NELEH SUPPLY LLC

Alias/DBA:

Total Bid: \$162,160.00

Response Date: 08/09/2016

Response Time: 14:27

SO Doc Code: CRFQ

SO Dept: 0803

SO Doc ID: DOT1600000107

Published Date: 8/5/16

Close Date: 8/10/16

Close Time: 13:30

Status: Closed

Solicitation Description: Addendum 2 FULL MATRIX SOLAR POWERED MESSAGE

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 :** 227909

**Solicitation Description :** Addendum 2 FULL MATRIX SOLAR POWERED MESSAGE BOARD

**Proc Type :** Central Master Agreement

Date issued	Solicitation Closes	Solicitation Response	Version
	2016-08-10 13:30:00	SR 0803 ESR08051600000000515	1

<b>VENDOR</b>
000000188441 NELEH SUPPLY LLC

**Solicitation Number:** CRFQ 0803 DOT1600000107

**Total Bid :** \$162,160.00      **Response Date:** 2016-08-09      **Response Time:** 14:27:56

**Comments:**

**FOR INFORMATION CONTACT THE BUYER**  
 Misty Delong  
 (304) 558-8802  
 misty.m.delong@wv.gov

<b>Signature on File</b>	<b>FEIN #</b>	<b>DATE</b>
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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	FULL MATRIX TRAILER MOUNTED SOLAR POWERED MESSAGE	10.00000	EA	\$16,216.000000	\$162,160.00

Comm Code	Manufacturer	Specification	Model #
44111501			

<b>Extended Description :</b>	CONTRACT TO PROVIDE CLASS 843 FULL MATRIX TRAILER MOUNTED SOLAR POWERED MESSAGE BOARD Vendor should also supply the:  Year _____
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**Comments:** Neleh Supply's West Virginia Unified Business ID is: UF000226539001 Neleh Supply is a certified small woman owned business with certifications from WNBOC RWB14501 and WBENC 2005125883 We acknowledge receipt of addendum #1

RWBE14501

Certification Number

September 14, 2016

Expiration Date



NATIONAL WOMEN BUSINESS OWNERS CORPORATION

*Certifies that:*

**Neleh Supply, L.L.C.**

*has successfully met the requirements of the NWBOC National Certification Program for certification as a woman-owned and woman-controlled business.*

The identified business has qualified as an eligible Woman Business Enterprise (WBE) as set forth in NWBOC Standards and Procedures.

*Janet Harris-Lange*

President

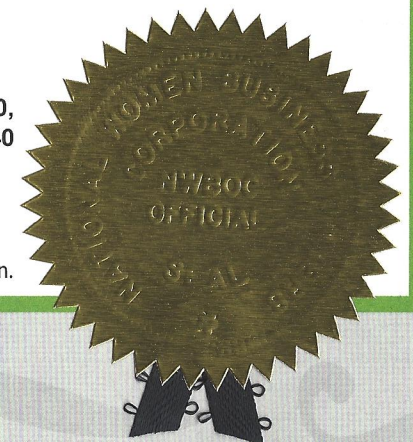
September 15, 2015

Date

NAICS Code(s): 423450, 423990, 424690, 423710, 425120, 423840, 423320,  
423440, 423610, 333991, 423390, 423810, 423850, 423860, 424340

NWBOC, 1001 W. Jasmine Dr., #G, Lake Park, FL 33403 • 800-675-5066 • [www.nwboc.org](http://www.nwboc.org)

Tampering or altering this certificate is, in the discretion of NWBOC, grounds for termination of certification.







hereby grants

# National Women's Business Enterprise Certification to NELEH SUPPLY, LLC

who has successfully met WBENC's standards as a Women's Business Enterprise (WBE).  
This certification affirms the business is woman-owned, operated and controlled; and is valid through the date herein.

WBENC National WBE Certification was processed and validated by Women Presidents' Educational Organization – DC, a WBENC Regional Partner Organization.

Expiration Date: 12/11/2016  
WBENC National Certificate Number: 2005125883

Authorized by Sandra P. Eberhard, Executive Director,  
Women Presidents' Educational Organization – DC



NAICS Codes: 423390, 333991, 339950, 339994, 423320, 423710, 423810, 423850, 423860, 423990, 424340, 444210, 339115, 332216

UNSPSC Codes: 46161513, 46182306, 46181500, 46181604, 46181802, 55121704, 46181507





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

State of West Virginia  
 Request for Quotation  
 13 — Equipment

Proc Folder: 227909

Doc Description: Addendum 1 FULL MATRIX SOLAR POWERED MESSAGE BOARD

Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No	Version
2016-07-28	2016-08-10 13:30:00	CRFQ 0803 DOT1600000107	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:

Mail Address:  
 NELEH SUPPLY, LLC  
 P.O. BOX 722  
 BLADENSBURG, MD 20710  
 (240)-667-4030 v (855)-887-4894 f

Physical Address:  
 NELEH SUPPLY, LLC  
 4812 LAWRENCE ST.  
 HYATTSVILLE, MD 20871

**FOR INFORMATION CONTACT THE BUYER**

Misty DeLong  
 (304) 558-8802  
 misty.m.delong@wv.gov

Signature X

FEIN #

45-3078328

DATE 07/29/2016

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

**ADDITIONAL INFORMATION:**

Addendum 1 -

1. Respond to technical questions.
2. Extend bid opening date from August 3, 2016 to August 10, 2016 at 1:30 PM, EST.

No other changes made.

The West Virginia Purchasing Division is soliciting bids on behalf of the West Virginia Division of Highways, Department of Transportation to establish an open-end contract for Full Matrix Trailer Mounted Solar Powered Message Board.

INVOICE TO		SHIP TO	
DIVISION OF HIGHWAYS EQUIPMENT DIVISION RT 33 83 BRUSHY ROAD CROSSING, PO BOX 610 BUCKHANNON WV 26201 US		DIVISION OF HIGHWAYS EQUIPMENT DIVISION 83 BRUSHY FORK RD CROSSING BUCKHANNON WV 26201 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	FULL MATRIX TRAILER MOUNTED SOLAR POWERED MESSAGE	10.00000	EA	\$16,216.00	\$162,160.00

Comm Code	Manufacturer	Specification	Model #
44111501	VER-MAC	Full Matrix Trailer Mounted Solar Powered Message Board	PCMS-1500 LP

Extended Description :

CONTRACT TO PROVIDE CLASS 843 FULL MATRIX TRAILER MOUNTED SOLAR POWERED MESSAGE BOARD  
Vendor should also supply the:

Year 2016

Make VER-MAC

Model PCMS-1500 LP

**SCHEDULE OF EVENTS**

Line	Event	Event Date
1	Mandatory Pre-Bid Meeting 10:00 AM	2016-07-12
2	Technical Questions Due	2016-07-19



**SOLICITATION NUMBER:** CRFQ DOT1600000107

**Addendum Number: 1**

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The purpose of this addendum is to modify the solicitation identified as ("Solicitation") to reflect the change(s) identified and described below.

**Applicable Addendum Category:**

- Modify bid opening date and time
- Modify specifications of product or service being sought
- Attachment of vendor questions and responses
- Attachment of pre-bid sign-in sheet
- Correction of error
- Other

**Description of Modification to Solicitation:**

1. Respond to technical questions.
2. Extend bid opening date from August 3, 2016 to August 10, 2016 at 1:30 PM, EST.

No other changes made.

**Additional Documentation:** Documentation related to this Addendum (if any) has been included herewith as Attachment A and is specifically incorporated herein by reference.

**Terms and Conditions:**

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

# ATTACHMENT A

ADDENDUM FOR PRE-BID

CRFQ 0803 DOT1600000107

FULL-MATRIX TRAILER MOUNTED SOLAR POWERED MESSAGE BOARD

The original language in contract will be listed first with question and answer to follow below.

1. 3.1.2.10 The sign legend shall be legible from a minimum distance of 1,000 feet under daylight conditions as defined by NTPEP for two-non-traffic word messages.

Question: On your general requirement request for quotation, 3.1.2.10 minimum distance 1000 feet per day and per night time by (NTPEP) last evaluation posting was in 2010. NSI minimum 853 feet for day and by night 891 feet would make us non-responsive to this tender? Please advise?

Answer: The minimum distance of 1,000 feet will remain as written.

2. 3.1.4.2 Unit shall be designed to accept two (2) power sources: one (1) being a battery bank consisting of four (4) size 4-D, deep cycle, lead acid 12 volt DC batteries wired in parallel.

Question #1: Being a manufacturer of these signs, we use eight (8) 6VDC batteries wired in parallel to produce a 12V system. That is an industry standard across the board.

Question # 2: In addition to the wording in this section, we request the following be acceptable: Batteries are 6 volt DC deep cycle wired to have a 12 volt DC output?

Answer: We will change this to read: 3.1.4.2 Unit shall be designed to accept two (2) power sources: one (1) being a battery bank consisting of (2) size 4-D, deep cycle, sealed, lead acid 12 volt DC batteries wired in parallel.

3. 3.1.8.4 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. Remote Communications control via wireless communications with a remotely located computer.

Question: What would be the state's preferred cell provider? AT&T or Verizon for the Modem?

Answer: AT&T is our current provider. However, that may change with a new contract.

4. **6.1 Delivery:** 30 working days for pilot model and 60 working days for remainder of order.

**Question # 1:** Can this be changed to read 45 working days for pilot model and 90 working days for remainder of order?

**Answer:** Yes, this will now read 45 working days for pilot model and 90 working days for remainder of order.

**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.: DOT160000107**

**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.

NELEH SUPPLY, LLC

Company



Authorized Signature

JULY 29th 2016

Date

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

Revised 6/8/2012

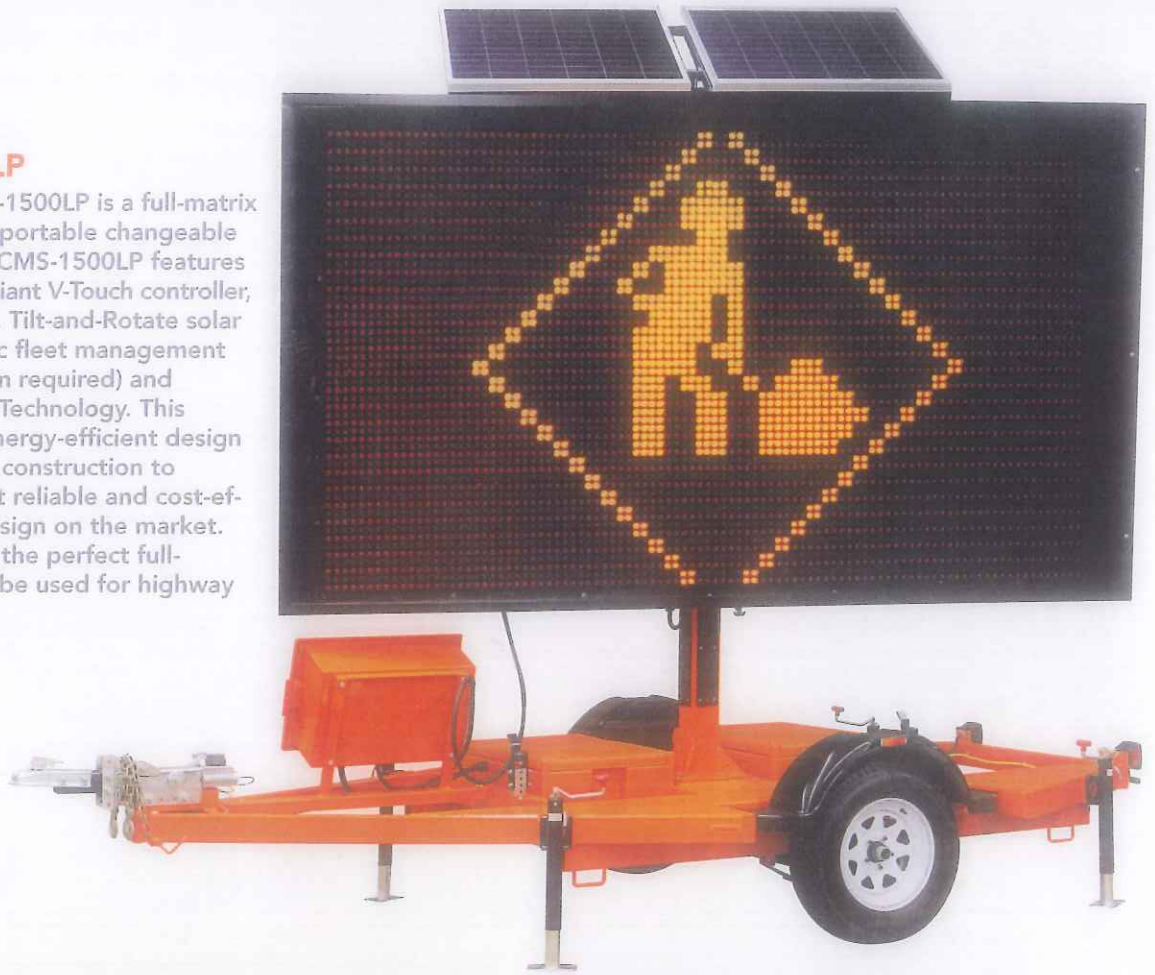




# VER-MAC

## PCMS-1500LP

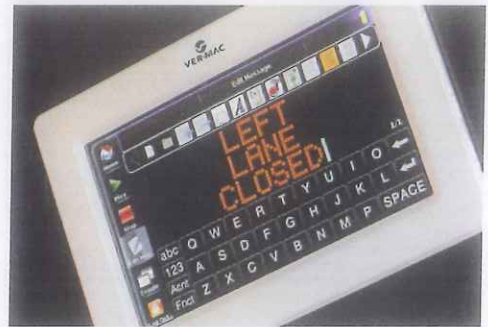
Ver-Mac's PCMS-1500LP is a full-matrix trailer-mounted portable changeable message sign. PCMS-1500LP features the NTCIP-compliant V-Touch controller, Opti Power lens, Tilt-and-Rotate solar panels, JamLogic fleet management software (modem required) and optional Stealth Technology. This unit combines energy-efficient design and high-quality construction to provide the most reliable and cost-effective message sign on the market. PCMS-1500LP is the perfect full-matrix model to be used for highway construction.



### V-TOUCH CONTROLLER

Ver-Mac's PCMS-1500LP comes with our innovative V-Touch controller, the industry's most functional and easy-to-use controller!

- **NTCIP compliant**
- **Easy-to-read** – 7-inch (178 mm) color LCD pressure-sensitive display screen
- **User-friendly** – one-click icon-based menu items
- **Time-saving** – create your own library of messages
- **Simple to operate** – the intuitive point-n-go icons ensure quick and easy commands to display or edit messages
- **Additional functionalities** – scheduling, sign diagnostics, pin-protected security, and much more



PCMS-1500LP

## PCMS-1500LP



### JAMLOGIC FLEET MANAGEMENT SOFTWARE

Equip the PCMS-1500LP with Ver-Mac's high-speed modem with GPS and maximize your productivity, efficiency and profitability all remotely from your office or home! The JamLogic software is FREE and you get all the updates at no charge!

- Monitor, maintain and manage your signs from any PC, laptop, tablet or smartphone
- View your equipment in a list and GPS map view
- Change a message on one or more signs simultaneously with a simple click
- View your messages and battery voltages
- Group your signs in folders (by customer, location, project... you choose!)
- Receive e-mail or text alerts – optional (low battery cellular failure, etc.)

### SEGMENTS

- Highway construction
- Department of Transportation (DOT)
- City and county
- Smart Work Zone
- Special events

### DISPLAY

- Display panel: 76 in. x 131 in. (1922 mm x 3326 mm)
- Full matrix of 28 x 48 pixels
- 4 LEDs per pixel
- Up to 3 lines of 8 characters per line
- Display sign rotates 360 degrees for perfect setting
- Plug-and-play display modules for simplified maintenance

- 1-year warranty on complete trailers
- 2-year warranty on electronics manufactured by Signalisation Ver-Mac Inc.

### ENERGY-EFFICIENT DESIGN

- OPTI POWER LENS – The encapsulated design maximizes each LED output to create bolder and brighter characters while utilizing less energy.
- TILT-AND-ROTATE SOLAR PANELS – Panels tilt to a 45-degree angle to provide maximum solar recharging during all four seasons.
- Designed to run 12 months in most regions without manual charging.
- Various configurations of solar panels and batteries are available to meet your needs.

### HIGH-QUALITY CONSTRUCTION

- Powder coating superior finish – impact, humidity, salt spray and rust resistant
- 4 leveling jacks – for stabilization and easy transportation
- Electro-hydraulic lift mechanism – for quick and effortless deployment
- Heavy-duty plastic fenders – for durability and easy replacement
- Plastic battery boxes – to minimize battery corrosion
- Lockable control box – for security
- 2-in. (51 mm) coupler or 3-in. (76 mm) pintle eye – for easy towing

### STEALTH TECHNOLOGY (OPTIONAL)

Ver-Mac's innovative Stealth Technology design will help you significantly reduce your battery maintenance and repair costs. This technology combines two great innovations:



Cleverly hidden battery compartment – deter thieves from stealing batteries



Long-lasting sealed batteries – no maintenance required

### DIMENSIONS AND WEIGHT

- Overall length: 178 in. (4520 mm)
- Overall width: 90 in. (2296 mm)
- Traveling height: 106 in. (2692 mm)
- Operating height: 195 in. (4943 mm)
- Axle/suspension: 1588 kg (3,500 lb.)
- Weight (approx.): 1066 kg (2,350 lb.)

### OPTIONS

- Modem
- Cell plan
- Battery charger
- Tongue wheel jack
- Radar and data logger
- PTZ camera
- Stealth Technology

Other options are available to meet your needs.

YOUR LOCAL DISTRIBUTOR

**VER-MAC**



## COMPARATIVE CHART

TYPE OF MOUNT	MODEL #	DISPLAY		SIZE	PANEL DIMENSIONS (H x W)	PIXELS (H x W)	CONTROLLER	OPTI-POWER LENS <i>Brighter display / uses less energy</i>	RAINBOW TECHNOLOGY <i>16,000 colors can be displayed</i>	STEALTH TECHNOLOGY OPTION <i>Third clearest system / maintenance-free features</i>	NTCIP COMPLIANT	SEGMENTS					
		3-line	Full-matrix									Highway const.	DOT	City and county	Law enforcement	Smart Work Zone	Special events
TRAILER	PCMS-1210QS	•		Full	71" x 133" 1800 mm x 3383 mm	-	Quick-step Hand-held	•		•		•	•	•	•	•	
	PCMS-1210	•		Full	71" x 133" 1800 mm x 3383 mm	-	V-Touch	•		•	•	•	•	•	•	•	
	PCMS-1500C	•	•	Extended	83" x 145" 2100 mm x 3694 mm	30 x 56	V-Touch	•		•	•	•			•	•	
	PCMS-1500LP	•	•	Full	76" x 131" 1922 mm x 3326 mm	28 x 48	V-Touch	•		•	•	•	•	•	•	•	
	PCMS-320	•	•	Mid	63" x 98" 1605 mm x 2497 mm	30 x 48	V-Touch	•		•	•	•	•	•	•	•	
	PCMS-320RT	•	•	Mid	66" x 104" 1680 mm x 2648 mm	30 x 48	V-Touch		•		•	•	•	•		•	
	PCMS-548	•	•	Mini	45" x 80" 1146 mm x 2027 mm	30 x 56	V-Touch			•	•		•	•		•	
TRUCK	TM-4064	•	•	Mid	60" x 91" 1530 mm x 2300 mm	40 x 64	V-Touch				•	•	•	•			
	TM-548	•	•	Mini	42" x 74" 1060 mm x 1867 mm	30 x 56	V-Touch				•	•	•	•			
POST	B-1500C	•	•	Extended	86" x 148" 2178 mm x 3766 mm	30 x 56	V-Touch	•			•	•	•	•	•		
	B-1500	•	•	Full	86" x 135" 2178 mm x 3426 mm	30 x 48	V-Touch	•			•	•	•	•	•		
	B-320	•	•	Mid	70" x 107" 1780 mm x 2724 mm	30 x 48	V-Touch	•			•	•	•	•	•		
	B-548	•	•	Mini	47" x 81" 1200 mm x 2057 mm	30 x 56	V-Touch				•		•				

\*Panel dimensions are taken from outside to outside



YOUR LOCAL DISTRIBUTOR

Ver-Mac's message signs combine innovative technology with energy-efficient design and high-quality construction to make the most reliable and cost-effective message signs on the market.

## INNOVATIVE TECHNOLOGY

Ver-Mac's in-house R&D department has over 30 hardware and software engineers/technicians focused on continuous product improvement and new product innovation. Our innovative designs and features make Ver-Mac's message signs easier to use, more efficient and more cost-effective to operate.

### V-TOUCH CONTROLLER

Ver-Mac's message signs are controlled with the V-Touch graphic touch-screen controller\*. The V-Touch controller is NTCIP compliant and features an easy-to-read 7-inch (178 mm) color LCD display screen. It's the industry's most functional and easy-to-use controller.



**HOME PAGE**

Displays real-time message, battery and solar voltage and one-touch arrow display icons.



**MESSAGE LIBRARY**

View all created messages and display with double touch of selected message.



**MESSAGE CREATOR/EDITOR**

Large touch keypad and intuitive icons make creating/editing and displaying a message quick and easy.



**OPTIONS AND PARAMETERS**

Quickly navigate to manage and maintain: schedule, brightness, security, graphics, and more.

\*Except PCMS-1210 QS



## ENERGY-EFFICIENT DESIGN

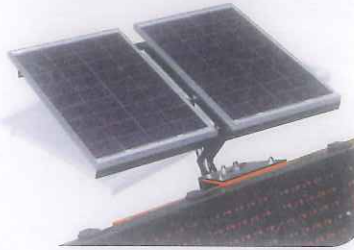
The Opti Power lens, combined with the Tilt-and-Rotate solar panels, make Ver-Mac message signs the most energy-efficient and cost-effective message signs in the industry. With the proper combination of solar panels and batteries, Ver-Mac message signs will function continuously in all weather conditions, without the need for manual recharging.

### OPTI POWER LENS

Ver-Mac message signs feature the exclusive Opti Power lens, which is designed to maximize each LED's output and utilize less energy. The encapsulated lens creates a bolder and brighter character and improves sign legibility during daylight or nighttime conditions.

### TILT-AND-ROTATE SOLAR PANELS

The Tilt-and-Rotate solar panels provide maximum solar recharging all year round. Tilt the panels to a 45-degree angle and rotate them to the south to maximize the solar recharging. Ver-Mac solar panels utilize high-performance silicon cells with anti-reflective coating for improved efficiency.



## HIGH-QUALITY CONSTRUCTION

Ver-Mac's completely integrated, in-house manufacturing process ensures that the highest quality materials are used and the most rigorous quality control measures are taken to produce all of our message signs. These in-house processes allow Ver-Mac to control and ensure consistent and trouble-free products.

### IN-HOUSE ELECTRONICS DEPARTMENT

All Ver-Mac controllers and electronic components are designed and manufactured in house. Having our own electronics department with a state-of-the-art automated soldering system gives Ver-Mac the control and flexibility over the quality and availability of our products.



### ADVANCED POWDER COATING SYSTEM

Ver-Mac's powder coating system provides a superior finish and utilizes UV-stabilized paint to help prevent fading and protect the finish from impacts, humidity, salt spray and rust. Highway safety orange is the standard color used, but other colors are available to comply with specifications.

