



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 4

List View

General Information

Contact

Default Values

Discount

Document Information

Procurement Folder: 740703

Procurement Type: Central Master Agreement

Vendor ID:

Legal Name: AMERICAN SIGNAL COMPANY

Alias/DBA:

Total Bid: \$57,990.00

Response Date:

Response Time:

SO Doc Code: CRFQ

SO Dept: 0803

SO Doc ID: DOT2100000005

Published Date: 8/3/20

Close Date: 8/12/20

Close Time: 13:30

Status: Closed

Solicitation Description:

Total of Header Attachments: 4

Total of All Attachments: 4



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

**State of West Virginia
 Solicitation Response**

Proc Folder : 740703

Solicitation Description : ADDENDUM 2 TRAILER MTD. SOLAR POWERED ARROW BOARDS-7020EC13

Proc Type : Central Master Agreement

Date issued	Solicitation Closes	Solicitation Response	Version
	2020-08-12 13:30:00	SR 0803 ESR08102000000000825	1

VENDOR

000000216146

AMERICAN SIGNAL COMPANY

Solicitation Number: CRFQ 0803 DOT2100000005

Total Bid : \$57,990.00

Response Date: 2020-08-10

Response Time: 12:28:00

Comments:

FOR INFORMATION CONTACT THE BUYER

Crystal G Hustead
 (304) 558-2402
 crystal.g.hustead@wv.gov

Signature on File

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	Trailer mounted solar powered arrow boards	15.00000	EA	\$3,866.000000	\$57,990.00

Comm Code	Manufacturer	Specification	Model #
46161520			

Extended Description :	Trailer Mounted Solar Powered Arrow Boards
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Comments: 60 DAYS ARO
30 DAYS ARO for Pilot unit

DESIGNATED CONTACT: Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.

Seth Johnson Regional Sales Manager

(Name, Title)

Seth Johnson Regional Sales Manager

(Printed Name and Title)

2755 Bankers Industrial DR. Atlanta, GA 30360

(Address)

770-448-6650 / 770-448-8970

(Phone Number) / (Fax Number)

Sjohnson@AMSig.com

(email address)

CERTIFICATION AND SIGNATURE: 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.

American Signal Company

(Company)

Seth Johnson Regional Sales Manager

(Authorized Signature) (Representative Name, Title)

Seth Johnson Regional Sales Manager

(Printed Name and Title of Authorized Representative)

8-10-2020

(Date)

770-448-6650 / 770-448-8970

(Phone Number) (Fax Number)

Exhibit A Pricing Page

CRFQ DOT2100000005

Trailer Mounted Solar Powered Arrow Board

Item No.	Description:	Make/Model & Year	Estimated Unit Quantity	Unit Price	Item Total Cost
1	Trailer Mounted Solar Powered Arrow Board	American Signal Model T-815 2020	15	\$3,866 ⁰⁰	
Total Bid Amount					\$57,990

Vendor Information

Company Name:	American Signal Company
Contract Manager:	Seth Johnson
Address:	2755 Bankers Industrial Dr. Atlanta, GA 30360
Phone:	770-448-6650
Fax:	770-448-8970
Email:	Sjohnson@AMSig.com
Signature:	Seth Johnson



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

State of West Virginia
 Request for Quotation
 31 - Public Safety

Proc Folder: 740703

Doc Description: ADDENDUM 2 TRAILER MTD. SOLAR POWERED ARROW BOARDS-7020EC13

Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No	Version
2020-08-03	2020-08-12 13:30:00	CRFQ 0803 DOT2100000005	3

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:

American Signal Company
 2755 Bankers Industrial Dr.
 Atlanta, Ga 30360
 770-448-6650

FOR INFORMATION CONTACT THE BUYER

Crystal G Husted
 (304) 558-2402
 crystal.g.husted@wv.gov

Signature X

FEIN #

58-1765732

DATE

8-10-2020

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

ADDITIONAL INFORMATION:

THE STATE OF WEST VIRGINIA PURCHASING DIVISION FOR THE AGENCY, WEST VIRGINIA DIVISION OF HIGHWAYS, IS SOLICITING BIDS TO ESTABLISH AN OPEN-END CONTRACT FOR TRAILER MOUNTED SOLAR POWERED ARROW BOARDS PER THE ATTACHED DOCUMENTS.

QUESTIONS REGARDING THE SOLICITATION MUST BE SUBMITTED IN WRITING TO CRYSTAL.G.HUSTEAD@WV.GOV PRIOR TO THE QUESTION PERIOD DEADLINE CONTAINED IN THE INSTRUCTIONS TO VENDORS SUBMITTING BIDS

INVOICE TO	SHIP TO
DIVISION OF HIGHWAYS EQUIPMENT DIVISION RT 33 83 BRUSHY ROAD CROSSING, PO BOX 610 BUCKHANNON WV26201 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	Trailer mounted solar powered arrow boards	15.00000	EA		

Comm Code	Manufacturer	Specification	Model #
46161520			

Extended Description :

Trailer Mounted Solar Powered Arrow Boards

SCHEDULE OF EVENTS

Line	Event	Event Date
1	MANDATORY PRE-BID MEETING	2020-07-28
2	VENDOR QUESTION DEADLINE	2020-07-31

SOLICITATION NUMBER: CRFQ DOT2100000005
Addendum Number: 2

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. To provide answers to vendor questions
2. To publish the pre-bid meeting sign-in sheets

No other changes

Bid opening remains 08/12/2020 at 1:30 PM

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 2

CRFQ 0803 DOT210000005

TRAILER MOUNTED SOLAR POWERED ARROW BOARD

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

1. **3.2.1.1** The vendor is responsible to furnish a full matrix trailer mounted solar powered message board light that is properly engineered and that conforms to all and any laws governing such equipment.

The Equipment Division wishes to change **3.2.1.1** due to some incorrect information. **This will now read as: 3.2.1.1:** The vendor is responsible to furnish trailer mounted solar powered arrow board light that is properly engineered and that conforms to all and any laws governing such equipment.

2. **3.1.8.3 Heavy duty pintle eye hitch, 3" inner diameter.**

Question: It states in the requirements that a 3" pintle hitch is required for the arrow boards. But in the solicitation for the message boards, a 2" ball is required. Can the arrow boards also be a 2" ball or will the state require the 3" pintle?

Answer: Leave as written

3. **Question:** Will there be any bidding preference given to in state vendors as opposed to vendors from out of state?

Answer: Per Sections 15 and 15A of the Instructions to Vendors Submitting Bids, vendor preference is only applied in the purchases of motor vehicles or construction and maintenance equipment and machinery used in highway and other infrastructure projects

15. PREFERENCE: Vendor Preference may be requested in purchases of motor vehicles or construction and maintenance equipment and machinery used in highway and other infrastructure projects. Any request for preference must be submitted in writing with the bid, must specifically identify the preference requested with reference to the applicable subsection of West Virginia Code § 5A-3-37, and must include with the bid any information necessary to evaluate and confirm the applicability of the requested preference. A request form to help facilitate the request can be found at: <http://www.state.wv.us/admin/purchase/vrc/Venpref.pdf>.

15A. RECIPROCAL PREFERENCE: The State of West Virginia applies a reciprocal preference to all solicitations for commodities and printing in accordance with W. Va. Code § 5A-3-37(b). In effect, non-resident vendors receiving a preference in their home states, will see that same preference granted to West Virginia resident vendors bidding against them in West Virginia. Any request for reciprocal

preference must include with the bid any information necessary to evaluate and confirm the applicability of the preference. A request form to help facilitate the request can be found at: <http://www.state.wv.us/admin/purchase/vrc/Venpref.pdf>.

4. **Question:** Want to verify that no bid bond or licensing is required to be submitted with the bid.

Answer: There are no bonding or licensing requirements for this solicitation. However, there are insurance requirements that are listed in Section 8 of the General Terms and Conditions that should be submitted with the bid and must be provided prior to award.

Pre-Bid Sign-In Sheet

Solicitation Number: CRFQ 0803 DOT2100000005

Date of Pre-Bid Meeting: July 28, 2020 10:00 AM

Location of Prebid Meeting: Equipment Div. Buckhannon WV

Please Note:
 Vendors must sign-in on this sheet to verify attendance at the Pre-Bid meeting.
 Failure to legibly sign in may be grounds for declaring a vendor ineligible to bid.
 For further verification, please also provide a business card if possible.

Firm Represented:*	Rep Name (Printed):	Firm Address:	Telephone #:	Fax #:	Email:
WV DOH	Pam Hall	Buckhannon			Pamela.S.Hall@wv.gov
WV DOH	Tina Lewis	Charleston, WV	304-414-6259		Tina.L.Lewis@wv.gov
SAFETY ZONE	HEATHER ROYLANCE	2315 OLD COLUMBERD BUILDING 2 Unit 107 LAKELAND, FL 33085	863-984-1365	863-984-0058	—
Diversignal Products Inc.	Janet Sweeney	2601 Emory Rd. #7 Finksburg MD 21048	410-861-8651	410-861-8655	bsweeney@dp-highway-systems.com

*One Vendor Per Representative - No one individual is permitted to represent more than one vendor at the pre-bid meeting. Any individual that does attempt to represent two or more vendors will be required to select one vendor to which the individual's attendance will be attributed. The vendors not selected will be deemed to have not attended the pre-bid meeting unless another individual attended on their behalf.

Pre-Bid Sign-In Sheet

Solicitation Number: CRFQ 0803 DOT2100000005

Date of Pre-Bid Meeting: July 28, 2020 10:00 AM

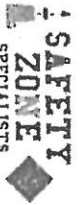
Location of Prebid Meeting: Equipment Div. Buckhannon WV

Please Note:

Vendors must sign-in on this sheet to verify attendance at the Pre-Bid meeting. Failure to legibly sign in may be grounds for declaring a vendor ineligible to bid. For further verification, please also provide a business card if possible.

Firm Represented:*	Rep Name (Printed):	Firm Address:	Telephone #:	Fax #:	Email:
VER-MAC	RICHARD TATKOW	4750 N. 51st HOUSTON HWY HOUSTON, TX 77032	281-418-7446	418-657-0517	RICHARD.P.TATKOW @VER-MAC.COM
American Signal Company	Seth Johnson	2755 Bankers Industrial Dr Atlanta, Ga 30360	770-448-6650	770-448-8970	Sjohnson@amSig.com
Mid Atlantic Maintenance	Camron Morrison	3104 Southwood Hwy Mineral Wells TX	304-346- 5521	304-346- 5534	cmorrison@ midatlanticvm.com
D.O.H.	Todd Aybell		304-997-526		A.Todd.Aybell@wv.gov
DOT	JOHN K		304-477-5735		

*One Vendor Per Representative - No one individual is permitted to represent more than one vendor at the pre-bid meeting. Any individual that does attempt to represent two or more vendors will be required to select one vendor to which the individual's attendance will be attributed. The vendors not selected will be deemed to have not attended the pre-bid meeting unless another individual attended on their behalf.



2318 Old Combee Rd.
 Bldg 2 Unit 107
 Lakeland, FL 33805

Rail Up Signs & Stands
 Baricades & Lights
 Strobe & LED Lights
 Stop/Slow Paddles & Flags
 Marking Paint & Flagging Ribbon
 Flashlights & Batteries
 Safety Cones & Cabinets
 Safety Fence & Tape
 Arrow & Message Boards

883.984.1385
883.984.0058



Seth Johnson
 Regional Sales Manager



Office: 770.448.6650 ext 112
 Mobile: 404.978.6646
 Fax: 770.448.8970
 Email: sjohnson@amsig.com

2750 Bankers Industrial Dr. Atlanta GA 30360 | amsig.com

RICHARD TATKOW
 NORTHEAST REGIONAL SALES MANAGER

VER-MAC
 21 BEDMINSTER ROAD, RANDOLPH, NJ 07863
 P: 973.387.5302 F: 973.387.7446
 RICHARD.TATKOW@VER-MAC.COM
 WWW.VER-MAC.COM

Dimensional Products Inc.
 safety beyond the lines

Roadside and Pedestrian Safety Hardware
 Brian Sweeney, Product Consultant
bsweeney@dpihighwaysystems.com

O: 410-361-8654 2601 Emory Rd., Building 7
 C: 443-220 9780 Finksburg, MD 21048

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: DOT210000005

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 checked="" 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 Signal Company
Company
Seth Johnson
Authorized Signature
8-10-2020
Date

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



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

State of West Virginia
 Request for Quotation
 31 - Public Safety

Proc Folder: 740703

Doc Description: ADDENDUM 1 TRAILER MTD. SOLAR POWERED ARROW BOARDS-7020EC13

Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No	Version
2020-07-24	2020-08-12 13:30:00	CRFQ 0803 DOT2100000005	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:

*American Signal Company
 2755 Bankers Industrial Dr.
 Atlanta, Ga 30360
 770-448-6650*

FOR INFORMATION CONTACT THE BUYER

Crystal G Hustead
 (304) 558-2402
 crystal.g.hustead@wv.gov

Signature X *Seth Johnson* FEIN # *58-1765732* DATE *8-10-2020*

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

ADDITIONAL INFORMATION:

THE STATE OF WEST VIRGINIA PURCHASING DIVISION FOR THE AGENCY, WEST VIRGINIA DIVISION OF HIGHWAYS, IS SOLICITING BIDS TO ESTABLISH AN OPEN-END CONTRACT FOR TRAILER MOUNTED SOLAR POWERED ARROW BOARDS PER THE ATTACHED DOCUMENTS.

QUESTIONS REGARDING THE SOLICITATION MUST BE SUBMITTED IN WRITING TO CRYSTAL.G.HUSTEAD@WV.GOV PRIOR TO THE QUESTION PERIOD DEADLINE CONTAINED IN THE INSTRUCTIONS TO VENDORS SUBMITTING BIDS

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DIVISION OF HIGHWAYS EQUIPMENT DIVISION RT 33 83 BRUSHY ROAD CROSSING, PO BOX 610 BUCKHANNON WV26201 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	Trailer mounted solar powered arrow boards	15.00000	EA		

Comm Code	Manufacturer	Specification	Model #
46161520			

Extended Description :
Trailer Mounted Solar Powered Arrow Boards

SCHEDULE OF EVENTS

Line	Event	Event Date
1	MANDATORY PRE-BID MEETING	2020-07-28
2	VENDOR QUESTION DEADLINE	2020-07-31

SOLICITATION NUMBER: CRFQ DOT2100000005

Addendum Number: 1

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. To provide WV DOT COVID-19 Guidelines for Pre-Construction & Pre-Bid Meetings

No other changes

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

Department of Transportation

COVID-19 Guidelines for Pre-Construction & Pre-Bid Meetings

The following guidelines are to be used when holding pre-construction and pre-bid meetings. Pre-construction and pre-bid meetings may require case-by-case analysis.

WV Purchasing Division Temporary Pre-bid Meeting Policy – COVID-19 Precautions

1. Pre-bid meetings must be removed from solicitations as a requirement, wherever possible, and replaced with publication of written materials conveying the needed information (except when contrary to agency policy).
2. In instances where site inspections are necessary for bidders to have a full understanding of the project, the Purchasing Division recommends that pre-bid meetings (and the underlying solicitation) be delayed until this period of heightened concern has ended. If delaying the solicitation is not possible or would cause an undue hardship on the spending unit, the pre-bid meeting should be conducted in a manner that minimizes the risk of COVID-19 transmission to the greatest extent possible.
3. Under no circumstances is a spending to conduct a pre-bid meeting that violates a policy or declaration of the Governor's Office.

For existing central solicitations, the spending unit should work with its designated Purchasing Division buyer to issue addenda to modify pre-bid meeting requirements where necessary. On agency delegated solicitations, the spending unit can make the necessary adjustments under their delegated authority.

Department of Transportation Pre-Construction and Pre-bid Meetings Guidelines

- When possible, limit the number of representatives of each vendor to a maximum of two (2).
- Require each vendor representative to wear a mask upon entering and while moving throughout a DOT facility for the duration of the pre-construction and pre-bid meeting.
 - Any representative who arrives at a DOT facility without a mask will not be permitted to enter.
- In areas where a minimum 6ft distancing is not feasible amongst vendors, groups must be staggered during inspections.
- For pre-construction or pre-bid meetings located at the Capitol Complex:
 - Pre-construction or Pre-bid meetings can be conducted by using the West Virginia State Training Center located in Building 7, 2nd Floor.
 - For room scheduling/availability please contact the Facility Scheduler, Jeremy Walker, at 304-414-0840 or by email at dop.registrar@wv.gov
 - <https://personnel.wv.gov/ohrd/WVSTC/Pages/default.aspx>
- Vendor representatives must be met by a DOT employee conducting the meeting upon arrival to a DOT facility and escorted to the meeting location. After completion of the meeting, vendors must be escorted out of the facility.
- Upon completion of the meeting, all hard surfaces must be sanitized by the DOT employee(s) conducting the meeting.
- Pre-construction and Pre-bid meetings can be held outside of a DOT facility provided all safety guidelines can be met and no additional cost are incurred.
- Vendor representatives must provide their own refreshments.
- Delivery of bids to Building 5 must be scheduled. A DOT employee must meet the vendor representative at the Building 7 entrance and escort them to the bid box and back out of the facility. All facility COVID protocols apply.

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: DOT210000005

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Revised 6/8/2012