

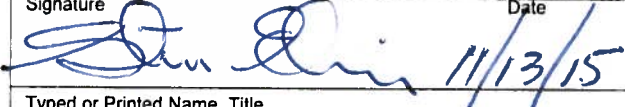
8 BIDDER'S AUTHORIZED OFFER and CONTRACT SIGNATURE PAGE

In submitting this bid, the authorized signatory below acknowledges having read and understood the entire IFB and amendments incorporated prior to the bid due date, and agrees to comply with its terms and conditions, as written, including the Certifications and Assurances. The authorized signatory also agrees to fulfill the offer portions made in this bid and any subsequently awarded contract.

In witness whereof, the parties hereto, having read this contract in its entirety, including all attachments, do agree in each and every particular and have thus set their hands hereunto.

This contract is effective as of _____, 2015, or date of last signature, whichever is later.

APPROVED (DES)	
Department of Enterprise Services Contracts, Procurement and Risk Management 1500 Jefferson Building 1500 Jefferson Street SE Olympia, WA 98501	
Washington State Department of Enterprise Services	
Signature	Date
Mark Roush, Procurement Coordinator	
Typed or Printed Name, Title	
Manager Signature (if applicable)	Date
Cynthia Shaw, Unit Manager	
Manager's Typed or Printed Name, Title	
Contact Information	
Contact:	Mark Roush
Title:	Procurement Coordinator
Phone:	(360) 407-9311
Fax:	360-586-2426
Email:	<u>Mark.Roush@des.wa.gov</u>

APPROVED (BIDDER)	
APEX UNIVERSAL, INC.	
Bidder's Company Name & Address	
Apex Universal, Inc 11033 Forest Pl. Santa Fe Springs, CA 90670	
Signature	Date
 11/13/15	
Typed or Printed Name, Title	
STEVE EDSINGA SALES MANAGER	
Contact Information	
Contact:	<u>STEVE EDSINGA</u>
Title:	<u>SALES MANAGER</u>
Phone:	<u>562-944-8878</u>
Fax:	<u>562-944-2298</u>
Email:	<u>sales@apexmarker.com</u>

THIS BID RECEIVED AND OPENED
 IN ACCORDANCE WITH THE TERMS
 AND CONDITIONS NOTED ON THE
 FACE HEREOF: SE

Invitation for Bid #06815
 Raised Pavement Markers and Adhesives

Appendix B - Price Sheet

Category A				
Raised Pavement Marker (RPM), Type 1, Non-reflective				
APEX UNIVERSAL, INC. MODEL 929ABS Minimum 6,000 pcs				
Item	Description	Est. Annual Usage (*)	Unit Price/ Each	Extended Price
1	RPM Type 1W	40,000	\$0.44	\$17,560.00
2	RPM Type 1Y	2,000	\$0.44	\$878.00
Total:				\$18,438.00

Please see attached page for Model 929PP (POLYPROPYLENE)

(*) Indicates estimated usage for evaluation purposes only, as actual usage is not available.

Category B				
4" x 4" Raised Pavement Marker (RPM), Type 2, Reflective, Uncoated Lens				
APEX UNIVERSAL, INC. MODEL 921 Minimum 4,000 pcs				
Item	Description	Est. Annual Usage (*)	Unit Price/ Each	Extended Price
1	RPM Type 2YY	30,000	\$0.83	\$24,900.00
2	RPM Type 2W	35,000	\$0.79	\$27,650.00
3	RPM Type 2Y	8,000	0.79	\$6,320.00
4	RPM Type 2WR	500	0.83	\$415.00
5	RPM Type 2YR	500	0.83	\$415.00
Total:				\$59,700.00

(*) Indicates estimated usage for evaluation purposes only, as actual usage is not available.

Category C				
4" x 4" Raised Pavement Marker (RPM), Type 2, Reflective, Abrasion Resistant Lens				
APEX UNIVERSAL, INC. MODEL 921AR Minimum 4,000 pcs				
Item	Description	Est. Annual Usage (*)	Unit Price/ Each	Extended Price
1	RPM Type 2YY	27,000	\$0.86	\$23,220.00
2	RPM Type 2W	7,000	\$0.82	\$5,740.00
3	RPM Type 2Y	1,000	0.82	\$820.00
4	RPM Type 2WR	500	0.86	\$430.00
5	RPM Type 2YR	500	0.86	\$430.00
Total:				\$30,640.00

(*) Indicates estimated usage for evaluation purposes only, as actual usage is not available.

Invitation for Bid #06815
 Raised Pavement Markers and Adhesives

Appendix B - Price Sheet

Category A				
Raised Pavement Marker (RPM), Type 1, Non-reflective APEX UNIVERSAL, INC. MODEL 929PP Minimum 6,000 pcs				
Item	Description	Est. Annual Usage (*)	Unit Price/ Each	Extended Price
1	RPM Type 1W	40,000	\$0.34	\$13,600.00
2	RPM Type 1Y	2,000	\$0.34	\$680.00
TOTAL				<u>\$14,280.00</u>

(*) Indicates estimated usage for evaluation purposes only, as actual usage is not available.

Category B				
4" x 4" Raised Pavement Marker (RPM), Type 2, Reflective, Uncoated Lens APEX UNIVERSAL, INC. MPDEL 921 Minimum 4,000 pcs				
Item	Description	Est. Annual Usage (*)	Unit Price/ Each	Extended Price
1	RPM Type 2YY	30,000	\$0.83	\$24,900.00
2	RPM Type 2W	35,000	\$0.79	\$27,650.00
3	RPM Type 2Y	8,000	0.79	\$6,320.00
4	RPM Type 2WR	500	0.83	\$415.00
5	RPM Type 2YR	500	0.83	\$415.00
Total:				<u>\$59,700.00</u>

(*) Indicates estimated usage for evaluation purposes only, as actual usage is not available.

Category C				
4" x 4" Raised Pavement Marker (RPM), Type 2, Reflective, Abrasion Resistant Lens APEX UNIVERSAL, INC. MODEL 921AR Minimum 4,000 pcs				
Item	Description	Est. Annual Usage (*)	Unit Price/ Each	Extended Price
1	RPM Type 2YY	27,000	\$0.86	\$23,220.00
2	RPM Type 2W	7,000	\$0.82	\$5,740.00
3	RPM Type 2Y	1,000	0.82	\$820.00
4	RPM Type 2WR	500	0.86	\$430.00
5	RPM Type 2YR	500	0.86	\$430.00
Total:				<u>\$30,640.00</u>

(*) Indicates estimated usage for evaluation purposes only, as actual usage is not available.

Invitation for Bid #06815
 Raised Pavement Markers and Adhesives

Appendix B - Price Sheet

Category D				
3.2" x 4.6" Raised Pavement Marker (RPM), Type 2, Reflective, Abrasion Resistant Lens APEX UNIVERSAL, INC. MODEL 828AR Minimum 6,000 pcs				
Item	Description	Est. Annual Usage (*)	Unit Price/ Each	Extended Price
1	RPM Type 2YY	19,000	\$0.77	\$14,630.00
2	RPM Type 2W	9,000	\$0.69	\$6,210.00
3	RPM Type 2Y	3,100	0.69	\$2,139.00
4	RPM Type 2WR	10,000	0.77	\$7,700.00
5	RPM Type 2YR	1,600	0.77	\$1,232.00
Total:				<u>\$31,911.00</u>

(*). Indicates estimated usage for evaluation purposes only, as actual usage is not available.

Category E				
Low Profile Raised Pavement Marker (RPM), Type 2, Reflective, Abrasion Resistant Lens NO BID Model:				
Item	Description	Est. Annual Usage (*)	Unit Price/ Each	Extended Price
1	RPM Type 2YY	5,000	NO BID	#VALUE!
2	RPM Type 2W	17,800	NO BID	#VALUE!
3	RPM Type 2Y	10,000	NO BID	#VALUE!
4	RPM Type 2WR	1,000	NO BID	#VALUE!
5	RPM Type 2YR	500	NO BID	#VALUE!
Total:				<u>#VALUE!</u>

(*). Indicates estimated usage for evaluation purposes only, as actual usage is not available.

Category F				
Recessed Raised Pavement Marker (RPM), Type 2, Reflective, Abrasion Resistant Lens NO BID Model:				
Item	Description	Est. Annual Usage (*)	Unit Price/ Each	Extended Price
1	RPM Type 2YY	1,000	NO BID	#VALUE!
2	RPM Type 2W	3,750	NO BID	#VALUE!
3	RPM Type 2Y	1,000	NO BID	#VALUE!
4	RPM Type 2WR	500	NO BID	#VALUE!
5	RPM Type 2YR	500	NO BID	#VALUE!
Total:				<u>#VALUE!</u>

(*). Indicates estimated usage for evaluation purposes only, as actual usage is not available.

Invitation for Bid #06815
 Raised Pavement Markers and Adhesives

Appendix B - Price Sheet

Category G				
Temporary Flexible Raised Pavement Marker (RPM)				
APEX UNIVERSAL, INC>			MODEL 932 Minimum 6,000 pcs	
Item	Description	Est. Annual Usage (*)	Unit Price/ Each	Extended Price
1	Temporary RPM Type W with protective cover	20,000	\$0.34	\$6,780.00
2	Temporary RPM Type YY with protective cover	20,000	\$0.36	\$7,200.00
Total:				<u>\$13,980.00</u>

(*) Indicates estimated usage for evaluation purposes only, as actual usage is not available.

Category H				
Flexible Bituminous Adhesive for Pavement Markers				
MARTIN			FLEX minimum 1,584 lbs	
Item	Description	Est. Annual Usage (*)	Unit Price/lb.	Extended Price
1	Flexible Bituminous Adhesive for Pavement Markers	15,148	\$0.80	\$12,118.40
Total:				<u>\$12,118.40</u>

(*) Indicates estimated usage for evaluation purposes only, as actual usage is not available.

Category I				
Pavement Marking Plastic Type A: Liquid Hot Applied Thermoplastic				
NO BID			Model:	
Item	Description	Est. Annual Usage (*)	Unit Price/lb.	Extended Price
1	BC 2000 White	1,000	NO BID	#VALUE!
2	BC 2000 Yellow	1,000	NO BID	#VALUE!
Total:				<u>#VALUE!</u>

(*) Indicates estimated usage for evaluation purposes only, as actual usage is not available.

Bidder Profile – Appendix C

Invitation for Bid 06815 – Raised Pavement Markers & Adhesive

COMPANY INFORMATION (for contract administration purposes)

Company name and address Apex Universal, Inc 11033 Forest Place Santa Fe Springs, CA 90670	Authorized representative: Steve Edsinga
	Phone/Cell: 562-944-8878
	Email: sales@apexmarker.com
Ordering contact/Address Name/Email: Steve Edsinga Address: 11033 Forest Place Phone: 562-944-8878	Sales reporting contact information Name/Email: Steve Edsinga sales@apexmarker.com Phone: 562-944-8878
Management fee contact Name/Email: Melody Aguilar Phone: 562-944-8878	Address to send management fee invoices Company name: Apex Universal, Inc Attn: Melody Aguilar Address: 11033 Forest Pl City/State/Zip: Santa Fe Springs, CA 90670
Wash. Dept. of Revenue Registration No.	
Federal Tax ID No. (TIN)*	954115779
*If your TIN is a Social Security Number, provide only the last four digits	

REFERENCES

Provide a minimum of three commercial or government references for which bidder has delivered goods and/or services similar in scope as described in the IFB.

1. Customer: Contact: Phone: Email:	<u>Washington State Department of Transportation</u> <u>Heidi Bohl</u> <u>360-407-8228</u> <u>Heidi.Bohl@des.wa.gov</u>
2. Customer: Contact: Phone: Email:	<u>California Department of Transportation</u> <u>Sallianne Salinas</u> <u>916-375-4486</u> <u>Sallianne.salinas@dgs.ca.gov</u>
3. Customer: Contact: Phone: Email:	<u>Georgia Department of Transportation</u> <u>Rhonda Ligon</u> <u>404-631-1329</u> <u>rligon@dot.ga.gov</u>

SUBCONTRACTORS

If applicable, identify on a separate sheet any subcontractors who will perform services in fulfillment of contract requirements. State the nature of services to be performed and include a federal tax identification number (TIN) for each subcontractor. If a subcontractor is a minority or woman-owned business, include its OMWBE Certification Number (if certified). If necessary, attach additional sheets (stamp or mark each page with a company name, mark or initial). Do not include any Social Security Numbers.

The contractor, by including subcontractor(s) as part of your signed bid, agrees to assume responsibility for contract obligations and any liability for all actions of such subcontractors. DES reserves the right to approve or disapprove any subcontractor.

SALES/CUSTOMER SERVICE

On a separate sheet, identify sales/customer service contacts and will call locations for the entire state.

PURCHASING CARDS

Purchasing cards accepted (note: any card fees **must** be rolled into the unit price of the bid):

Visa Master Card American Express Discover Other: _____

MINORITY/WOMEN OWNED BUSINESS STATUS

Is your firm a minority/women-owned business? Yes No

MWBE certification no. _____

VETERAN OWNED BUSINESS STATUS

Is your firm a veteran-owned business? Yes No

VB certification no. _____

STATE OF OREGON

If required, indicate percent increase to bid pricing for delivery to State of Oregon DASCPP/ORCPP members: _____ percent.

Lead Time: _____ days

Solicitation Amendment

IFB 06815 – Raised Pavements Markers & Adhesive

Amendment number: 1
Date issued: November 20, 2015


11-30-15

Effect of the amendments:

All revisions or additional requirements detailed below are to be considered official and binding on the bidder for this solicitation and become official contract language upon execution of the contract, unless specifically amended later in time.

Purpose of the amendment(s):

To change bid due date from November 24, 2015 to December 3, 2015.

Updated information and clarifications to follow via Solicitation Amendment 2.

Note to bidder: This amendment need not be included in its entirety in a bid packet

Authorizing Signatures

For State of Washington:

Mark Roush
Department of Enterprise Services
Contracts, Procurement & Risk Management
(360) 407-9311
Mark.Roush@des.wa.gov

THIS IS AMENDMENT
1 & 2 IN ITS ENTIRETY.

PLEASE PUT WITH ENTIRE
BID FROM APEX THAT
YOU ALREADY HAVE

STEVE
562-944-8878

THIS BID RECEIVED AND OPENED
IN ACCORDANCE WITH THE TERMS
AND CONDITIONS NOTED ON THE
FACE HEREOF: SE

Solicitation Amendment

IFB 06815 – Raised Pavements Markers & Adhesive

Amendment number: 2
Date issued: November 25, 2015



11-30-15

Effect of the amendments:

All revisions or additional requirements detailed below are to be considered official and binding on the bidder for this solicitation and become official contract language upon execution of the contract, unless specifically amended later in time.

Purpose of the amendment(s):

To incorporate the following changes to the original solicitation:

Appendix F, Special Terms and Conditions

7. Purchasing Card Acceptance to read as follows:

In an effort to streamline the purchasing and payment process, DES is encouraging agencies to use the state purchasing card to facilitate purchases. ~~Contractors must accept purchasing cards as an alternate payment process.~~ **Contractors are encouraged to accept purchasing cards as an alternate payment process.** Please indicate in Appendix C, Bidder Profile which card(s) you presently accept. The current card available for state agency use is a VISA product.

Add items identified in imbedded Excel Price Worksheet



Note to bidder: This amendment **must** be included in its entirety in a bid packet

All other terms, conditions and specifications remain unchanged.

Bid due date remains December 3, 2015 at 2:00 P.M.

Authorizing Signatures

For State of Washington:

Mark Roush
Department of Enterprise Services
Contracts, Procurement & Risk Management
(360) 407-9311
Mark.Roush@des.wa.gov

Pre-qualified Products

Raised pavement markers and adhesives shall conform to the requirements of the 2014 Washington State Department of Transportation (WSDOT) Standard Specifications for Road, Bridge and Municipal Construction and be listed on the Qualified Product List (QPL). Information about the WSDOT Specifications for Road, Bridge and Municipal Construction can be found at the following web address:

<http://www.wsdot.wa.gov/Publications/Manuals/M41-10.htm>

Information about the WSDOT QPL can be found at the following web address:

<http://www.wsdot.wa.gov/biz/mats/QPL/QPL.cfm>

The following Thermoplastic Pavement Marking have been pre-qualified and listed on the QPL by the Washington State Department of Transportation:

Flint Trading Inc., Thomasville-NC

Product Name: Premark - Plastic Type B: Pre-formed Fused Thermoplastic

Flint Trading Inc., Thomasville-NC

Product Name: Hot Tape - Plastic Type B: Pre-formed Fused Thermoplastic

Ennis Paint - Ennis-TX

Product Name: Flame Tape - Plastic Type B: Pre-formed Fused Thermoplastic

Potter's Industries, Greenville-AL

Product Name: VisiTape - Plastic Type B: Pre-formed Fused Thermoplastic

Category A				
Pre-formed fused thermoplastic with skid optics, .125 mil thickness, color: white				
Mfg.:		Model:		
Item	Description	Est. Annual Usage (*)	Unit Price/ Each	Extended Price
1	4" wide x 36" long	1,000		\$0.00
2	8" wide x 36" long	1,000		\$0.00
3	12" wide x 36" long	1,000		\$0.00
4	24" wide x 36" long	1,000		\$0.00
Total:				<u>NO B.I.D</u> \$0.00

(* Indicates estimated usage for evaluation purposes only, as actual usage is not available.

Category B				
Pre-formed fused thermoplastic with skid optics, .125 mil thickness, color: yellow				
Mfg.:		Model:		
Item	Description	Est. Annual Usage (*)	Unit Price/ Each	Extended Price
1	4" wide x 36" long	1,000		\$0.00
2	8" wide x 36" long	1,000		\$0.00
3	12" wide x 36" long	1,000		\$0.00
4	24" wide x 36" long	1,000		\$0.00
Total:				<u>NO B.I.D</u> \$0.00

(* Indicates estimated usage for evaluation purposes only, as actual usage is not available.

Category C				
WA Low Speed combo arrow. Pre-formed thermoplastic with skid optics. 13' 4" tall X 3' 4" wide				
Mfg.:		Model:		
Item	Description	Est. Annual Usage (*)	Unit Price/ Each	Extended Price
1	Hand Kits, Left	500		\$0.00
2	Hand Kits, Right	500		\$0.00
Total:				<u>NO B.I.D</u> \$0.00

(* Indicates estimated usage for evaluation purposes only, as actual usage is not available.

Category D				
WA Low Speed turn arrow. Pre-formed thermoplastic with skid optics 8' tall x 2'8" wide				
Mfg.:			Model:	
Item	Description	Est. Annual Usage (*)	Unit Price/ Each	Extended Price
1	Hand Kits, Left	500		\$0.00
2	Hand Kits, Right	500		\$0.00
Total:				<u>NO BID</u> \$0.00

(*) Indicates estimated usage for evaluation purposes only, as actual usage is not available.

Category E				
WA Low Speed straight arrow. Pre-formed thermoplastic with skid optics 8' tall x 2'6" wide				
Mfg.:			Model:	
Item	Description	Est. Annual Usage (*)	Unit Price/ Each	Extended Price
1	8' tall x 2'6" wide	500		\$0.00
Total:				<u>NO BID</u> \$0.00

(*) Indicates estimated usage for evaluation purposes only, as actual usage is not available.

Category F				
Bicycle symbol. Pre-formed thermoplastic with skid optics				
Mfg.:			Model:	
Item	Description	Est. Annual Usage (*)	Unit Price/ Each	Extended Price
1	4' tall x 2'	500		\$0.00
Total:				<u>NO BID</u> \$0.00

(*) Indicates estimated usage for evaluation purposes only, as actual usage is not available.

Category G				
Rail road crossing kit. Pre-formed thermoplastic with skid optics				
Mfg.:		Model:		
Item	Description	Est. Annual Usage (*)	Unit Price/ Each	Extended Price
1	Rail road crossing kit	250		\$0.00
Total:				<u>NO BID</u> \$0.00

(*) Indicates estimated usage for evaluation purposes only, as actual usage is not available.

Category H				
Pre-formed thermoplastic letter with skip optics				
Mfg.:		Model:		
Item	Description	Est. Annual Usage (*)	Unit Price/lb.	Extended Price
1	8' tall	1,000		\$0.00
Total:				<u>NO BID</u> \$0.00

(*) Indicates estimated usage for evaluation purposes only, as actual usage is not available.