

STATE OF OHIO
DEPARTMENT OF ADMINISTRATIVE SERVICES
GENERAL SERVICES DIVISION
OFFICE OF PROCUREMENT SERVICES
4200 SURFACE ROAD, COLUMBUS, OH 43228-1395

MANDATORY USE CONTRACT FOR: RETROREFLECTIVE SHEETING FOR LICENSE PLATES

CONTRACT No.: OT905407

EFFECTIVE DATES: 01/01/07 to 12/31/08
Renewal through 12/31/11 *

The Department of Administrative Services has accepted bids submitted in response to Invitation to Bid No. OT90540 that opened on 12/06/06. The evaluation of the bid response(s) has been completed. The bidder(s) listed herein have been determined to be the lowest responsive and responsible bidder(s) and have been awarded a contract for the items(s) listed. The respective bid response, including the [Terms and Conditions for Bidding, Standard Contract Terms and Conditions, and Supplemental Contract Terms and Conditions](#), special contract terms & conditions, any bid addenda, specifications, pricing schedules and any attachments incorporated by reference and accepted by DAS become a part of this Requirements Contract.

This Requirements Contract is effective beginning and ending on the dates noted above unless, prior to the expiration date, the Contract is renewed, terminated or cancelled in accordance with the Contract Terms and Conditions.

This Requirements Contract is available to DEPARTMENT OF PUBLIC SAFETY, BUREAU OF MOTOR VEHICLES, 1970 West Broad Street, P.O. Box 182081, Columbus, OH 43218-2081, as applicable.

Agencies are eligible to make purchases of the listed supplies and/or services in any amount and at any time as determined by the agency. The State makes no representation or guarantee that agencies will purchase the volume of supplies and/or services as advertised in the Invitation to Bid.

SPECIAL NOTE: State agencies may make purchases under this Requirements Contract up to \$2500.00 using the state of Ohio payment card. Any purchase that exceeds \$2500.00 will be made using the official state of Ohio purchase order (ADM-0523). Any non-state agency, institution of higher education or Cooperative Purchasing member will use forms applicable to their respective agency.

Questions regarding this and/or the Requirements Contract may be directed to:

Nicole Erb, Contract Analyst
nicole.erb@das.state.oh.us

This Requirements Contract and any Amendments thereto are available from the DAS Web site at the following address:

<http://www.ohio.gov/procure>

Signed: _____
Robert Blair, Director Date

*Indicates renewal through 12/31/11.

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SPECIAL CONTRACT TERMS AND CONDITIONS

AMENDMENTS TO CONTRACT TERMS AND CONDITIONS: The following Amendments to the Contract Terms and Conditions do hereby become a part hereof. In the event that an amendment conflicts with the Contract Terms and Conditions, the Amendment will prevail.

SPECIAL CONDITIONS: The Director, Department of Administrative Services reserves the right to bid, under a separate bid, large or unusual requirements, for items that may be a part of the awarded contract.

SPECIFICATION QUESTIONS: Through the indicated inquiry closure date, Bidders may visit the Office of State Procurement website to post bid related questions at <www.ohio.gov/procure>. Answers to all Bidder questions will be posted on the State Purchasing website and linked to the bid number. The State will make every effort to respond to website inquiries within forty-eight (48) hours of receipt. The State will not respond to any verbal or written questions received through any other medium. No prospective Bidder shall respond to any verbal instructions or changes to this bid. Only communications issued by the Department of Administrative Services, State Purchasing in the form of an addendum, will be considered valid.

MANDATORY/REQUIRED SUBMISSIONS: As specified, mandatory submissions must be submitted with the bid response. Required documentation/materials should be submitted with the bid. If not submitted with the bid, the Bidder must provide the said documentation/materials within ten (10) business days, after notification, to the Office of Procurement Services. Failure to provide mandatory submissions with the bid response or failure to provide the required documentation/materials, as applicable, within the stated time period will result in the Bidder being deemed as not responsive and the bid response will be immediately disqualified with no further consideration given for potential awarding of the contract.

For specific submission requirements, Bidders should refer to Section XVI. H 1-7, BID INFORMATION, Bidder Requirements, for a listing of mandatory submittals for this bid.

BID CONFERENCE: A bid conference will be held on November 20, 2006 at Lebanon Correctional Institution, 3791 State Route 63, Lebanon, Ohio 45036 to discuss the requirements of the bid. The conference will commence promptly at 10:00 A.M., Eastern Standard Time, barring an unforeseen circumstance that results in a delay of the conference. Attendance will be taken. The State will not be responsible to a Bidder for their failure to obtain information discussed during the bid conference due to their arriving after the conference has convened.

Please contact Mr. Rick Imler by 10:00 A. M., Eastern Standard Time, November 15, 2006 via fax at (513)-932-3984 during regular business hours (9:00 A.M. to 3:00 P.M., Eastern Standard Time) to make arrangements for authorization to enter the facility. This fax request should be on company letterhead, including names of attendees, titles and business telephone numbers. To verify receipt of fax, contact Mr. Rick Imler at 513-932-1211 (ext. 2345) during regular business hours (9:00 A.M. to 3:00 P.M., Eastern Standard Time). Failure to fax this request to Mr. Imler by this time may result in the denial of security clearance and admittance to the institution. Picture I. D. will be required for admittance to the institution. Driver's license will suffice.

Bidders should plan on arriving at the Lebanon Correctional Institution to register with the security guard by 9:30 A.M., Eastern Standard Time. Any Bidders not registered with security and at the main security gate entrance by 10:00 A.M., Eastern Standard Time, may not be permitted to attend the bid conference.

A site tour of the license plate factory will be conducted first. Bidders should bring with them questions and formulate any questions during the site tour. Questions may not be addressed during the tour, but responded to in the meeting following.

DELIVERY AND ACCEPTANCE: Supplies will be delivered to the participating agency within thirty (30) days after receipt of order and, in accordance with paragraphs S-8, S-9, and S-10 of the SUPPLEMENTAL CONTRACT TERMS AND CONDITIONS. The delivery location will be noted on the purchase order issued by the participating agency. Acceptance (transfer of title) will occur upon the inspection and written confirmation by the ordering agency that the supplies delivered conform to the requirements set forth in the Contract. Unless otherwise provided in the Contract, acceptance shall be conclusive except as regards to latent defects, fraud, or such gross mistakes as amount to fraud.

SPECIAL CONTRACT TERMS AND CONDITIONS

FIXED-PRICE WITH ECONOMIC ADJUSTMENT: The contract prices(s) will remain firm for the first twelve (12) months duration of the contract. Thereafter, the Contractor may submit a request to increase their price(s) to be effective thirty (30) calendar days after acceptance by DAS. No price adjustment will be permitted prior to the effective date of the increase received by the Contractor from his suppliers, or on purchase orders that are already being processed, or on purchase orders that have been filled and are awaiting shipment. If the Contractor receives orders requiring quarterly delivery, the increase will apply to all deliveries made after the effective date of the price increase.

The price increase must be supported by a general price increase in the cost of the finished supplies, due to increases in the cost of raw materials, labor, freight, Workers' Compensation and/or Unemployment Insurance, etc. Detailed documentation, to include a comparison list of the contract items and proposed price increases, must be submitted to support the requested increase. Supportive documentation should include, but is not limited to: copies of the old and the current price lists or similar documents which indicate the original base cost of the product to the Contractor and the corresponding increase, and/or copies of correspondence sent by the Contractor's supplier on the supplier's letterhead, which contain the above price information and explains the source of the increase in such areas as raw materials, freight, fuel or labor, etc.

Should there be a decrease in the cost of the finished product due to a general decline in the market or some other factor, the Contractor is responsible to notify DAS immediately. The price decrease adjustment will be incorporated into the contract and will be effective on all purchase orders issued after the effective date of the decrease. If the price decrease is a temporary decrease, such should be noted on the invoice. In the event that the temporary decrease is revoked, the contract pricing will be returned to the pricing in effect prior to the temporary decrease. For quarterly deliveries, any decrease will be applied to deliveries made after the effective date of the decrease. Failure to comply with this provision will be considered as a default and will be subject to Provision I.C. "Termination / Suspension" and Provision II. of the "Contract Remedies," of the "Standard Contract Terms and Conditions".

DESCRIPTIVE LITERATURE: The Bidder may be required to submit descriptive literature of the supplies or services being offered. If requested, the literature will be used in the evaluation process to determine the lowest responsive and responsible Bidder. If not provided as part of the bid response, the Bidder must provide said literature within ten (10) calendar days after request/notification by the Office of Procurement Services to do so. Any references, that may appear in the descriptive literature, that may alter the terms and conditions and specifications of the bid (i.e. F.O.B. Shipping Point or Prices Subject to Change), will not be part of any contract and will be disregarded by the state of Ohio. Failure of the Bidder to furnish descriptive literature either as part of their bid response or within the time specified herein may deem the Bidder not responsive.

EVALUATION: Bids will be evaluated in accordance with Article 1-5 of the "Instructions to Bidders."

The contract will be awarded to the lowest responsive and responsible Bidder by low lot total.

TotalA will be determined by multiplying the EST. ANNUAL PLATE PRODUCTION by the quoted PRICE/SQUARE FOOT for seven (7) listed sheetings on page 20. (Plain Pink Retroreflective Sheeting not included in the evaluation.)

TotalB will be determined by multiplying 2.55 million square feet by the quoted PRICE/SQUARE FOOT for four (4) color plates on page 21.

TotalC will be determined by multiplying 20,650 square feet by the quoted PRICE/SQUARE FOOT for four (4) color plates on page 22.

The low total will be determined by adding TotalA plus TotalB plus TotalC.

Failure to bid all items may result in the Bidder being deemed not responsive.

CONTRACT AWARD: The contract will be awarded to the lowest responsive and responsible Bidder by low lot total.

INDEMNIFICATION: The following is in addition to Article IV paragraph C of the Standard Contract Terms and Conditions. The Contractor shall indemnify and hold harmless the State and its officers, agents and employees for any and all claims, damages, lawsuits, costs, judgments, expenses or any other liabilities which arise as a result of the services performed by the Contractor or its employees or agents which is in any way connected with, or based upon services rendered in performance of the contract. The Contractor assumes and fully understands all risks involved in carrying out the provisions of this contract and neither the Ohio Department of Rehabilitation and Corrections (ODRC) or state of Ohio shall be liable to the Contractor for any injuries, damages, or claims whatsoever to the Contractor or to any third party resulting from the Contractor's activities under this contract.

SPECIAL CONTRACT TERMS AND CONDITIONS

MINIMUM ORDER: The minimum quantity of any order placed against a contract awarded pursuant to this bid for delivery F.O.B. destination, transportation charges prepaid, at any one time for the retroreflective sheeting for Standard and Sunburst Plates will be as stated in "Bid Price Page" section of this invitation to bid on page 20. The minimum order quantity for any type of retroreflective sheeting, will not be more than the estimated annual plate production for each type plate retroreflective sheeting listed on page 20 of the bid.

TRANSPORTATION CHARGES: All sheeting and related supplies ordered from a contract awarded pursuant to this bid will be shipped F.O.B. destination, freight prepaid to the Lebanon Correctional Institution, 3791 ST. RT. 63, Lebanon, Ohio 45036, unless otherwise noted.

PLACEMENT OF ORDERS: Purchase orders for any item(s) listed in a contract awarded pursuant to this bid will be placed directly with the successful Contractor(s) by the Ohio Department of Public Safety, Bureau of Motor Vehicles. No order will specify delivery to exceed thirty (30) days beyond the expiration and/or cancellation date of the contract.

CONTRACT RENEWAL: See Article S-6. Contract Renewal: This Contract may be renewed solely at the discretion of DAS for a period of one month. Any further renewals will be for an appropriate period of time by agreement. The cumulative time of all renewals may not exceed thirty six (36) months unless DAS determines that additional renewal is necessary.

SUBMISSION OF INVOICES: All invoices for payment of purchase orders will be submitted and sent to: Ohio Department of Public Safety, P.O. Box 16520 Attention: Fiscal Services, Columbus, Ohio 43266-0020.

A copy of the delivery receipt must be attached to the invoice. The delivery receipt must be signed and dated by a representative of the OPI Tag Shop. The delivery receipt will serve as the approval mechanism for payment. The invoices will display a purchase order number, delivered date, quantity delivered, unit price, and total cost.

INSURANCE DOCUMENTS: Upon the policy renewal date, the Contractor must submit, within thirty (30) days, updated insurance documents as required by this contract. The documents must include a current Workers' Compensation Certificate and an Acord Certificate of Liability Insurance and must include all required endorsements as described in the Supplemental Terms and Conditions of this contract.

Failure to maintain compliant insurance coverage per S-13 of the Supplemental Contract Terms and Conditions will be considered a default and may be cause for cancellation of the contract under the Standard Contract Terms and Conditions, Section I, Item C, Part 1.

These documents shall be forwarded to the Office of Procurement Services, 4200 Surface Road, Columbus, OH 43228-1395, Attn: Mary Kae Ozello.

USAGE REPORTS: Every twelve (12) months the Contractor must submit a report (written or on disk) indicating sales generated by this contract. The report shall list usage by customer, by line item, showing the quantities/dollars generated by this contract. The report shall be forwarded to the Office of Procurement Services, 4200 Surface Road, Columbus, OH 43228-1395, Attn: Mary Kae Ozello.

SPECIFICATIONS FOR RETROREFLECTIVE SHEETING FOR EMBOSSED LICENSE PLATES

I. SCOPE

- A. These specifications are for clear coated retroreflective sheeting, ink for roller coating, needed thinners, disposal of hazardous waste and technical services for state of Ohio embossed license plates only. These license plates will be fabricated by Ohio Penal Industries (OPI) at the Lebanon Correctional Institution, 3791 St. Rt. 63, Lebanon, Ohio 45036.
- B. Approximately 2,500,000 large size pairs; 100,000 large size singles and 80,000 small size singles of embossed regular issue plates are normally produced annually. Approximately 7,000 small size special plates are produced annually.
- C. The State intends to produce about 250,000 large size (12" W x 6" L) personalized, initial reserve, logo (Special), dealer, and gratis sets of plates using a digital system being procured separately.
- D. Any small size plates (7" W x 4" L) that may require any logo plates will not be silk screened. The digital system will not be utilized for motorcycle size plates, but the State reserves the right to produce any number of motorcycle plates using a digital system, at the State's option. Sheeting for motorcycle plates may only be used for the first six (6) months of this contract.
- E. Retroreflective sheeting is required in different sizes, different background colors, with and without graphics. The State reserves the option to select plate categories for embossed production, or to select plates for digital production. This selection may be changed, without explanation, as the State decides. The license plate substrate to which this retroreflective sheeting will be applied is coated steel. The coating is hot dipped zinc galvanized with a designation of G90. This retroreflective sheeting must be compatible with the John R. Wald, Inc. Application/Feed Registry System model M74 that is being used by OPI. See Attachment 1 (pages 29-31) for specifications for the application/feed registry system, and Attachment 2 (pages 32-33) for current steel substrate specifications.
- F. Bidders must provide, as an attachment to their bid on company letterhead, their capability of providing retroreflective sheeting for one hundred thousand (100,000) pairs of plates per week. The ability to provide retroreflective sheeting for 100,000 pairs of plates per week is essential when the State decides on a general issue (reissue) of plates.
- G. This bid is for retroreflective sheeting and roller coat inks. Bids combining retroreflective sheeting with application equipment may be determined to be not responsive.
- H. The Bidder should use the following information to determine the dimensions of the retroreflective sheeting to be provided under this contract.
 - 1. See Attachment 11 for the dimensions for the width of large size license plates varying from 12.0 inches to 12.125 inches and length dimensions varying from 6.0 inches to 6.125 inches, depending upon the focus of the discussion (finished product or steel substrate specifications). The Ohio Administrative Code calls for a license plate size of 12 inches in width and 6 inches in length.
 - 2. The plate substrate material upon which the sheeting material for large size plates is to be attached will never be less than 12 inches in width and will never be under 6 inches in length when embossed around the edge. Thus, for all Bidders bidding sheeting material in this bid, all specification dimensions will be based upon a 12" W X 6" L plate for large size plates. As an example, refer to Attachment 3 (Red, White and Blue Sunburst Sheeting) and Table 1 on page 19. The dimension data in the tables show the dimensions in inches, for both decimal and fractional notation, for finished large size plates.

SPECIFICATIONS FOR RETROREFLECTIVE SHEETING FOR EMBOSSED LICENSE PLATES

3. The State realizes that sheeting manufacturers produce sheeting with varying elasticity. In this bid, all sheeting dimensions refer to sheeting as it appears on a finished license plate. The State will not specify nor dictate to the sheeting manufacturers elasticity requirements.
 4. Table 1 gives the finished product dimensions for the major non-variable differences of the two large size Sunburst plates: Red, White, and Blue Sunburst (SB); Red and White, and Sunburst (RS). The dimensions given in Table 1 also identify the major areas of the plate(s) in decimal units. The space allocation identified in the tables establishes (for both length and width) the following: Upper Portion, Center Portion, and Lower Portion. These dimensions are not all inclusive for all lettering; they identify the major sub-allocation/partitioning on the sheeting. Bidders should refer to plate diagrams with dimensional drawing callouts for additional dimension data.
- I. The types of sheeting needed for the embossed plates are delineated into eight (8) categories.

II. CLASSIFICATION

- A. Red, White, and Blue Sunburst Sheeting (SB), large 12" x 6", Blue Characters
 1. Universal Pairs
 2. Universal Singles
- B. Red and White Sunburst Sheeting (RS), large 12" x 6", Blue Characters
 1. Standard Commercial Truck
 2. Standard Commercial Trailer
 3. Commercial IRP
- C. Red, White, and Blue Sunburst Sheeting (SB), small 7" x 4", Blue Characters
 1. Universal Smalls
 2. Initial Reserve
 3. Personalized
- D. Red and White Sunburst Sheeting (R), small 7" x 4", Blue Characters
 1. Dealer
 2. Disabled Veteran
- E. White, large 12" x 6", Red or Black Characters -- For Display Use
- F. Yellow, large 12" x 6", Red Characters – Restricted Plates
- G. White, small 7" x 4", Red or Black Characters
 1. Historical
 2. Gratis
- H. Pink, large 12" X 6", unknown character color; possible future plate pending legislation.

SPECIFICATIONS FOR RETROREFLECTIVE SHEETING FOR EMBOSSED LICENSE PLATES

V. GENERAL REQUIREMENTS FOR RETROREFLECTIVE SHEETING

- A. The sheeting maintains/keeps the "Birthplace of Aviation" slogan while adding a Sunburst design in the middle portion of the plate. Bidders agree to provide the different types of sheeting described in this bid, as well as future sheeting designs, while under contract with the state of Ohio.
- B. The primary license plate retroreflective sheeting color shall be red, white, and blue. The primary colors used will be for red (PMS color code 1869C), blue (PMS color code 293C) and bluish gray (20% of PMS color code 541C). The large size plate measures twelve by six inches (12"L X 6"W) and the small size plate (motorcycle) measures seven by four inches (7"L X 4"W).
- C. The top of the license plate from the top edge to the bottom of the narrow blue band that defines the top of the middle portion of the plate is approximately 1.32 inches this area includes the red area.
- D. The middle portion of the plate (that includes the sunburst design) is approximately 3.40 inches, and shall be white. The bottom of the retroreflective sheeting is defined as the area that includes the narrow red band at the bottom of the white area to the bottom edge of the plate which includes the blue area. This area is approximately 1.28 inches.
- E. The red and blue color shall conform to the color specification listed below, as described in ASTM E1164, E134 and E308.

| COLOR SPECIFICATIONS | | | |
|----------------------|-----------------------------|---------------------------|---------------------------|
| Color: | Chromaticity Corner x | Coordinate Points y | Luminance Factor Y (%) |
| BLUE | .181 | .069 | 11-20 |
| | .270 | .220 | |
| | .230 | .250 | |
| | .103 | .246 | |
| RED | .552 | .358 | 6-13 |
| | .630 | .370 | |
| | .695 | .305 | |
| | .601 | .310 | |

- F. It is the responsibility of the Contractor to match the colors to the plates currently in use. The state of Ohio reserves the right to approve colors used on retroreflective sheeting.
- G. It is the responsibility of the retroreflective sheeting supplier to ensure that the graphic registry mark be printed compatible with John R. Wald, Inc., Application/Feed Registry System model M74 (See Attachment 1 for specifications). The registry mark shall not be printed within one-fourth (1/4) inch of a similar contrast color for optimum recognition of correct position. This mark may or may not be an integral part of the finished graphic.

SPECIFICATIONS FOR RETROREFLECTIVE SHEETING FOR EMBOSSED LICENSE PLATES

VI. CLASSIFICATIONS OF RETROREFLECTIVE SHEETING

A. Large red, white and blue sunburst version (SB) (Attachment 3)

1. Upper portion is characterized by a red band with blue underline at the top. The blue line shall be approximately 0.06 inches with the bottom of the blue line approximately 1.32 inches below the top edge of the plate. The red band shall be separated from the blue band by approximately 0.08 inch gap. The top of the red band shall be approximately 0.33 inches below the top of the plate. A banner logo shall be centered horizontally in the red band and must have the words "Ohio Birthplace of Aviation". The word "OHIO" is in cursive script with the "i" in OHIO dotted with a star. The words "Birthplace of Aviation" are centered under the word "OHIO" and are print font (not cursive), These words are in blue color. The maximum width of the print created by these words "Birthplace of Aviation" is approximately 4.31 inches in width. The banner logo will be separated from the red band by a white border approximately 0.08 inches wide. The bottom of the lowest blue letter of "Birthplace of Aviation" shall be no lower than approximately 1.56 inches below the top of the plate. The logo banner printing just described is centered horizontally between the upper bolt holes of the plate. The center of the two upper bolt holes are seven inches (7") apart and it is 11/16" (approximately 0.69 inches) from the top of the plate to center of the bolt holes.
2. Middle portion is characterized by a space that is approximately 3.40 inches in height (bottom of blue line [described above in top portion] that is approximately 1.32 inches from the top of the plate) to the top of the red line at the bottom of the center portion. It will contain a faded sun and mountain background in a bluish gray. The background shall extend from a point that is 0.25 inches from the left edge of the plate to a point that is 0.25 inches from the right edge of the plate. The middle portion of this plate will contain no block logos.
3. Lower portion red line shall be approximately 0.06 inches wide with the top of the red line approximately 1.28 inches above the bottom edge of the plate. This is the same red line that is described at the bottom of the preceding middle portion description. The blue band shall be separated from the red line by approximately 0.08 inch gap. The bottom of the blue band shall be approximately 0.31 inches above the bottom of the plate. The center of the two (2) lower bolt holes are seven inches (7") apart and are 11/16 inches from the bottom edge of the plate.

B. Large red and white sunburst version (RS) (Attachment 4)

1. The upper portion is exactly as described in the upper portion description of the SB Version above.
2. The middle portion is exactly as described in the middle portion of the SB Version above.
3. The lower portion red line shall be approximately 0.06 inches wide with the top of the red line approximately 1.28 inches above the bottom edge of the plate. The remainder of the bottom portion is white. The center of the two (2) lower bolt holes are seven inches (7") apart and are 11/16 inches from the bottom edge of the plate.

SPECIFICATIONS FOR RETROREFLECTIVE SHEETING FOR EMBOSSED LICENSE PLATES

C. Small red, white and blue sunburst version (SB) (Attachment 5)

1. Plates shall have the words "Ohio Birthplace of Aviation" centered horizontally between the upper bolt holes. The center of the two upper bolt holes is 5 and 3/4 inches (5.75) apart and is 5/8 inches (.625) from the top edge of the plate. "Ohio Birthplace of Aviation" will be approximately 2.72 inches long (width left to right) and centered horizontally on the plate.
2. Upper portion has a red band with blue underline at the top. The blue line shall be approximately 0.04 inches with the bottom of the blue line approximately 0.82 inches below the top edge of the plate. The red band shall be separated from the blue band by approximately 0.03 inch gap. The top of the red band shall be approximately 0.17 inches below the top of the plate. A banner logo shall be centered horizontally in the red band and must have the words "Ohio Birthplace of Aviation". The word "OHIO" is in cursive script with the "I" in OHIO dotted with a star. The words "Birthplace of Aviation" are centered under the word "OHIO" and are print font (not cursive), all these words are in blue color. The maximum width of the print created by these words "Birthplace of Aviation" is approximately 2.72 inches. The banner logo will be separated from the red band by a white border approximately 0.03 inches wide. The bottom of the lowest blue letter of "Birthplace of Aviation" shall be no lower than approximately 0.97 inches below the top of the plate. The logo banner printing just described is centered horizontally between the upper bolt holes of the plate.
3. Middle portion is characterized by a space that is approximately 2.14 inches in height (bottom of blue line as described above in top portion) to the top of the red line at the bottom of the center portion. It will contain a faded sun and mountain background in a bluish gray. The background shall extend from a point that is approximately 0.11 inches from the left edge of the plate to a point that is approximately 0.11 inches from the right edge of the plate. The red line is approximately 0.04 inches wide with the top of the red line approximately 1.04 inches above the bottom edge of the plate.
4. County Sticker (left block) and Validation Sticker (right block) are areas that overlap (vertically) the White and Blue areas of the Motorcycle plate. In the vertical dimension the tops of both blocks are approximately 2.75 inches from the top of the plate which places the tops in the white area. The vertical length of both of these Sticker areas is approximately 0.94 inches which places the bottom of these areas in the Blue bottom portion of the plate. In the horizontal dimension (left to right) these blocks are centered on the plate. The left edge of the County Sticker area is approximately 1.81 from the border of the plate. The county sticker area is approximately 1.44 inches wide from its left edge to its right edge. There is approximately 0.28 inch distance from the right edge of the county sticker to the left edge of the validation sticker. The validation sticker is also approximately 1.44 inches wide from its left edge to its right edge. Similarly, the distance from the right edge to the validation sticker to the border area is approximately 1.81 inches.
5. Lower portion has a blue band and shall be separated from the red line (described in the middle portion) by an approximately 0.06 inch gap. The bottom of the blue band shall be approximately 0.17 inches above the bottom of the plate. The left to right dimensions of the blue area are approximately 0.11 inches from the plate edge to the blue area, approximately 6.78 inches wide for the blue area, and approximately 0.11 inches from the blue area to the right plate edge. The bolt holes are 5 3/4" (5.75") apart and are 5/8" (.625") from the bottom edge of the plate.

D. Small red and white sunburst version (R) (Attachment 6)

1. The upper portion is exactly as described in the upper portion description of the small SB version above.
2. The middle portion is exactly as described in the middle portion of the small SB version above.
3. The lower portion is all white with bolt holes that are 5 3/4" (5.75") apart and are 5/8" (.625") from the bottom edge of the plate.

SPECIFICATIONS FOR RETROREFLECTIVE SHEETING FOR EMBOSSED LICENSE PLATES

E. Plain white retroreflective sheeting (Attachment 7)

1. Plain white retroreflective sheeting without preprinted graphics may be required for plates utilized for display purposes. These plates will have red or black characters.
2. The plain retroreflective sheeting will be used on 12" W x 6" L plates.
3. The white sheeting shall match the white color currently used on state of Ohio plates and meet the requirements for durability and reflectivity identified in Paragraph 4501-27-01 of the Ohio Administrative Code (Attachment 11). Samples plates are available upon request.

F. Yellow retroreflective sheeting

1. A small quantity of plain yellow retroreflective sheeting, PMS color 130C will be required for restricted plates.
2. These plates are issued only as standard 12" W x 6" L size.
3. The yellow sheeting shall match the color of the yellow sheeting currently used by the state of Ohio. A sample plate is available upon request.

G. White sheeting (7" W x " 4 L) small

1. One roll of plain white retroreflective sheeting without preprinted graphics may be required for historical plates.
2. These plates would accommodate red or black characters.

H. Pink sheeting, large 12" X 6"

Unknown character color possible future plate pending legislation.

VII. NEW DESIGN

During the term of the contract, the Sunburst sheeting may be replaced by sheeting not yet identified. Prices for the designs for new plates are to be based on the per color cost identified on the Bid Price Sheet. Roller coating may also change and any new color(s) shall be based on ink costs identified in the bid response.

VIII. ROLLER PLATING INK

- A. The retroreflective sheeting applied to the plate will constitute the plate background color.
- B. The embossed characters on the plates will be roller coated with PMS color 540C opaque ink to provide uniform character colors.
- C. Red transparent ink, PMS color 200C will be used for roller coating plate characters on plates which have the plain white retroreflective sheeting and also on the restricted plate with the plain yellow retroreflective sheeting.
- D. Black ink shall be used for roller coating plate characters on historical plates using the white reflective sheeting.
- E. The ink is to be easily wiped from the license plate, for plate correction, between the time the ink is roll coated and the license plate enters the drying ovens.
- F. The Contractor will be expected to provide the roller inks at no cost to the State as long as OPI is manufacturing plates with their sheeting. This requirement may take place after the expiration of the contract until the sheeting is depleted.

SPECIFICATIONS FOR RETROREFLECTIVE SHEETING FOR EMBOSSED LICENSE PLATES

- G. Bidders will identify the manufacturer of roller coating ink, certify its durability to last four years once applied to a license plate, and provide the State with samples, at the State's request, for testing. This information is to be provided on Bidder's letterhead and as an attachment to this bid.
- H. The Volatile Organic Compound (VOC) maximum permissible EPA level for roller coat ink is 3.5 pounds per gallon for the Lebanon Correctional Institution, Lebanon, Ohio license plate manufacturing plant.

IX. ADDITIONAL SHEETING REQUIREMENTS:

A. Thickness

The thickness of clear-coated reflective material without protective liner shall be between .0035" and .0060".

B. Adhesive

- 1. The adhesive backing of the retroreflective sheeting shall have a pressure sensitive adhesive, which requires no heat, solvent, or other preparation for adhesion to a smooth, clean surface.
- 2. The retroreflective sheeting shall have sufficient adherence to the substrate to remain firmly attached during the license plate manufacturing process and for a minimum service life of four (4) years.

C. Clear coating and retroreflective sheeting durability

- 1. The retroreflective sheeting shall be furnished with a protective clear coating applied.
- 2. The clear coating shall not become brittle, flaky, or discolored, nor shall it acquire a powdery surface within a period of four (4) years.
- 3. It shall be of such quality as to permit the stacking of up to five (5) stickers on the license plate.
- 4. The retroreflective sheeting, including pre-printed emblems and logos, clear coat, and the opaque roller coating ink on the embossed areas shall be compatible and shall have a minimum service life of four (4) years.

D. Photometric reflective performance

- 1. The photometric reflective performance values of the white retroreflective sheeting, when new, shall be fifty (50) minimum at an observation angle of 0.2 and incident angle of -4.

| | | |
|---------------------------|-----------------------|------------------------|
| Observation Angle 0.2° | Incident Angle -4° | Incident Angle +30° |
| | 50 (Minimum) | 20 (Minimum) |

- 2. Photometric reflective performances values are expressed as minimum candlepower/foot-candle/square foot of white reflective license plate retroreflective sheeting.
- 3. Measurements shall be computed in accordance with standard photometric procedure as specified in Federal Specification LS-300 C, as incorporated in ASTM D4956-95 and E-810, and shall be expressed as candlepower/foot-candle/square foot.
- 4. The retroreflective sheeting shall be clear-coated, and candlepower values are to be measured after the application of the clear coat.

SPECIFICATIONS FOR RETROREFLECTIVE SHEETING FOR EMBOSSED LICENSE PLATES

5. The white retroreflective sheeting shall retain a minimum photometric reflective performance value of not less than twenty-five (25) candlepower/foot-candle/square foot rating at the end of four (4) years under normal use and conditions on a passenger vehicle.
6. Bidder must provide certification of required photometric reflective performance or testing from an approved testing lab (see Attachment 8 for Domestic Independent Testing Laboratories.)

X. WARRANTY TERMS AND CONDITIONS:

- A. The Bidders will be required to warrant that the license plate retroreflective sheeting, clear coat and roller coating ink are compatible and will meet all durability and performance requirements specified herein over a minimum plate life of four (4) years beginning with the date the license plate is put into service. This information is to be provided on Bidder's letterhead and as an attachment to this bid.
- B. The BMV will be able to establish the length of time license plates have been in service through the computer database of license plate sales.
- C. The manufacturer's warranty shall be for license plates manufactured by OPI using the manufacturer retroreflective sheeting applied to G90 galvanized steel. If, during the term of the contract, or any renewal thereto, the state of Ohio switches to an aluminum substrate, the Contractor's warranty shall maintain no less than the same provisions as stated for the galvanized steel substrate.
- D. The warranty shall be the sole responsibility of the Contractor and shall not be subcontractor(s) pass-through warranties.
- E. If any reflective sheeting sold to the State under a contract, let pursuant to this bid, fails to perform according to the specifications of this bid, the Contractor must compensate the State for its actual losses as outlined below:

1. Reimbursement to the state of Ohio for pairs, single and small license plates is based on the number of years of service beginning with the date the license plate was issued to a vehicle registrant. Compensation is based on the costs for a registrant to buy new license plates due to the failure of the Contractor's retroreflective sheeting to meet the warranty requirements listed in the section entitled "Warranty Terms and Conditions." The compensation will be for:

a. Pair of Plates

| <u>Months of Service</u> | <u>Compensation</u> |
|----------------------------------|---------------------|
| 0 To 36 Months | \$2.75 per pair |
| Over 36 months through 48 months | \$0.69 per pair |

b. Single & Small Plates

| <u>Months of Service</u> | <u>Compensation</u> |
|----------------------------------|---------------------|
| 0 To 36 Months | \$1.50 per plate |
| Over 36 months through 48 months | \$0.39 per plate |

2. The reasons a plate may be determined to be defective includes spider web cracking, spotting other than rust marks, failure of sheeting to adhere to substrate, major lesions around plate characters and fading of ink on the plate characters. In no instance should a plate be deemed defective as a result of damage inflicted by the vehicle registrant.

SPECIFICATIONS FOR RETROREFLECTIVE SHEETING FOR EMBOSSED LICENSE PLATES

3. The State may allow the Contractor to provide replacement materials as an alternative to monetary compensation.
4. Failure to comply with the warranty provisions and make reimbursement to the State, as required, may result in the contract being cancelled and such failure will be considered in evaluation of vendor responsibility for future contract awards.

XI. CERTIFICATION:

- A. The Bidder shall submit a letter of certification on its own letterhead, with its bid response, certifying that its sheeting meets the standards specified for photometric performance on page 13.
- B. In lieu of a letter of certification on its own letterhead, the Bidder may, with its bid response, submit a letter of certification from any approved testing lab facilities listed in Attachment 8, certifying that the Bidder's sheeting meets the standards specified for photometric performance on page 13.
- C. The costs for the certification letters, and any accompanying tests, shall be the responsibility of the Bidder.

XII. DISPOSAL OF HAZARDOUS WASTE:

- A. The Contractor will be responsible for the transportation and proper disposal of hazardous waste generated by the paint line at the OPI Tag Shop and agrees to hold the State harmless, with regard to any legal actions, damages and instances arising from the transportation and disposal of the hazardous waste.
- B. The Contractor will provide open and closed top Department of Transportation approved drums and plastic liners.
- C. Waste streams generated are:
 1. Waste inks, thinners, and Stoddard solvent.
 2. Waste rags soaked with inks, thinners, and Stoddard solvent.
- D. The Contractor will provide a profile sheet for each individual waste stream.
- E. OPI will provide the drum labels and will label each drum according to the profile sheet.
- F. The Contractor may visit the institution for the purpose of inspecting the drums prior to any shipment being made.
- G. The OPI Tag Shop generates between six (6) and eight (8) drums of waste per quarter.
- H. The Lebanon Correctional Institution is classified by the Ohio E. P. A. (Environmental Protection Agency) as a large quantity generator.

XIII. DESIGN AND REDESIGN SERVICES FOR NEW AND EXISTING PLATES:

- A. Design and redesign services may be required because the State may elect to replace the Sunburst series of plates with a new design. Bidders will agree to provide newly designed pre-printed retroreflective sheeting based on the per color costs identified in the bid.
- B. The Contractor must be able to provide design and redesign services for a new plate series within thirty (30) days after receipt of artwork, and provide at least forty (40) feet of production sheeting for sample production within thirty (30) days of design approval by the State.
- C. The contractor will furnish samples for inspection and approval in order to accommodate new plate designs that may be authorized by the legislature and/or Director, Department of Public Safety, Bureau of Motor Vehicles.
- D. There will be no additional cost to the state of Ohio for Contractor design services for providing the design, redesign and sample retroreflective sheeting of new or existing plates.

SPECIFICATIONS FOR RETROREFLECTIVE SHEETING FOR EMBOSSED LICENSE PLATES

XIV. STATES/GOVERNMENT JURISDICTIONS USING CONTRACTOR'S RETROREFLECTIVE SHEETING

- A. Bidders must provide a list on company letterhead of the states and other government jurisdictions which currently use their proposed retroreflective sheeting, how long their retroreflective sheeting has been in service, the license plate substrate, and whether the retroreflective sheeting is used on embossed or flat plates.
- B. A Bidder, who is unable to demonstrate that it has provided retroreflective sheeting to at least one (1) State in the United States or province of Canada for at least six (6) months, may have its bid determined to be not responsive.

XV. LOT IDENTIFICATION

The Contractor shall apply a manufacturer's run lot identification number to each roll of retroreflective sheeting and to the outside of each shipping box for the purpose of identifying that particular manufactured lot.

XVI. PACKAGING MATERIAL

- A. Retroreflective sheeting will be furnished in rolls 12-3/64" + 1/32" wide and long enough for 900 square feet of standard license plates (12" W X 6"L).
- B. Retroreflective sheeting will be furnished in rolls 7-3/64" + 1/32" wide and approximately 350 square feet for small (7" W X 4" L) plates used for motorcycles and motorized bicycles.
- C. Rolls of retroreflective sheeting are to be wound so that the retroreflective sheeting is dispensed from the top of the roll with the registration marks at the bottom and "OHIO" with the slogan at the top (see Attachment 9).
- D. Rolls of retroreflective sheeting with over six (6) splices per 900 square foot roll are not acceptable and will be considered under Article I.C.1a-c, Contract Terms Provision; Termination/Suspension; Contract Termination; of the Contract Terms and Conditions.
- E. The rolls of retroreflective sheeting and the containers of paint and thinner are to be suitably packaged to protect them from physical damage and heat, cold, humidity, dust and rain damage in normal inter/intra State shipping operations.
- F. Skids are to be packaged in the following manner:
 - 1. Each layer is to contain nine (9) rolls of retroreflective sheeting.
 - 2. Each roll of retroreflective sheeting is to be placed on a plastic retainer to prevent shifting during shipment.
 - 3. The skid is to contain twenty-seven (27) rolls per skid, nine (9) rolls per layer, three (3) layers high.
- G. Each skid is to be labeled on each side and top with the following information:
 - 1. Description of retroreflective sheeting.
 - 2. Length and width of retroreflective sheeting.
 - 3. Date of manufacture of retroreflective sheeting.
 - 4. Packer ID lot number/drum number.
 - 5. Address of shipper and receiver.
 - 6. The finished skid is to be bound with shrink wrap.

SPECIFICATIONS FOR RETROREFLECTIVE SHEETING FOR EMBOSSED LICENSE PLATES

- H. If less than nine (9) rolls, the rolls may then be placed in separate cartons or boxes with the same descriptive information as contained on the skids.
- I. Roller coating inks (paint coating) are to be packaged in one (1) gallon cans and clearly marked as to the type of ink, date of manufacture and any other pertinent data.
- J. Thinner for the ink is to be packaged in one (1) gallon cans and clearly marked as to the type of thinner, date of manufacture, and any other pertinent data.
- K. Sufficient paint (ink) and thinner is to be supplied to match the amount of retroreflective sheeting ordered.
- L. Material Safety Data Sheets (MSDS) for all paint (ink) and thinner is to be provided to OPI Correctional Industries.
- M. The Contractor shall not be permitted to deviate from the length requirement of the rolls for the standard and logo sheeting.

XVII. BID INFORMATION

- A. The estimated annual requirements of retroreflective sheeting, with and without preprinted graphics, are specified on the Bid Price Sheet .
- B. The state of Ohio is not obligated to purchase the full amounts of the retroreflective sheeting estimated.
- C. All prices bid for the retroreflective sheeting are to include, ink and thinner for the roller coating embossed plate characters, and technical services.
 - 1. Technical services are to be provided for the life of the contract.
 - 2. The Contractor will provide a representative to provide training to the staff of the OPI Tag Shop on the Contractor's license plate retroreflective sheeting application process. The representative should be capable of providing technical information on the correct procedures for the manufacturer's retroreflective sheeting application process.
 - 3. The Contractor must have a representative present for the initial start up of license plate production using the Contractor's retroreflective sheeting. The representative must be capable of providing technical information on the correct procedures for the manufacturer's retroreflective sheeting application process.
 - 4. After the training and initial production of license plates is complete, the representative will be required to complete a copy of Attachment 10.
- D. Orders for the retroreflective sheeting over the contract term are expected to vary in terms of quantity of rolls with license plate sales.
- E. Provisions are included on the Bid Price Sheet for the Bidder to state minimums for retroreflective sheeting orders.
- F. Attachments 3 through 7 on pages 34 through 38 may not represent the actual sizes/colors of the license plates. Dimensions are listed on the attachments; however it is the Bidder's responsibility to review the specifications for the actual requirements for Attachments 3 through 7.

G. SERVICE REQUIREMENTS

- 1. The Contractor must provide customer service support to Ohio Department of Public Safety/Bureau of Motor Vehicles and Ohio Department of Rehabilitation and Corrections/ Ohio Penal Industries. The Contractor will provide a primary customer service liaison, a minimum of two (2) secondary contacts to the State to address technical, product, delivery, and financial issues. Additionally, Contractor will provide an executive level contact to handle any unresolved problems. Any cell phone numbers, facsimile numbers and e-mail addresses must be provided and kept current for these contacts. This information is to be provided on Bidder's letterhead, as an attachment to this bid and will become a part of the contract. Any changes in this information must be reported by the Contractor on their letterhead to the Office of Procurement Services to update the contract.

SPECIFICATIONS FOR RETROREFLECTIVE SHEETING FOR EMBOSSED LICENSE PLATES

2. The Contractor must provide a toll free telephone number or accept collect telephone calls. The customer service liaisons must return the calls within three (3) business hours to discuss the problem. If a solution is not readily available with the return call, then a useable/workable solution to the concern, problem is required within four to six (4 – 6) work hours of the Columbus, Ohio work schedule. This information is to be provided on Bidder's letterhead as an attachment to this bid and will become a part of the contract.
3. Customer service support must be available Monday through Friday, 9:00 a.m. to 4:00 p.m. Columbus, Ohio time excluding State observed holidays.
4. The Contractor is to provide the license plate manufacturing plant with on-site competent technical services to resolve any retroreflective sheeting manufacturing problems within forty-eight (48) hours after notification. Technical services provided at locations other than the license plate manufacturing plant will not be an adequate substitute for the technical services required at the manufacturing plant.
5. The Contractor must contact the agency quarterly to determine if a visit to the OPI Tag shop is needed to discuss contract issues. The Contractor shall be required to contact the OPI Tag Shop Industry Manager, at 513-932-1211 forty-eight (48) hours prior to visit for security clearance.

H. Bidder Requirements

All Bidders must include the following, as an attachment to their bid on company letterhead, to be considered responsible and responsible:

1. Bidders must provide their capability of providing retroreflective sheeting for one hundred thousand (100,000) pairs of plates per week. The ability to provide retroreflective sheeting for 100,000 pairs of plates per week is essential when the State decides on a general issue (reissue) of plates.
2. Bidders must provide the name of the manufacturer of roller coating ink, certify its durability to last four years once applied to a license plate, and provide the State with samples, at the State's request, for testing.
3. Bidders must provide a warrant that the license plate retroreflective sheeting, clear coat and roller coating ink are compatible and will meet all durability and performance requirements specified herein over a minimum plate life of four (4) years beginning with the date the license plate is put into service.
4. Bidders must provide certification on their own letterhead, with proper signatures, of required photometric reflective performance or testing results from an approved testing lab. (See attachment 8 for Domestic Independent Testing Laboratories.) The State does, however, reserve the right to require official documentation from the Independent Testing Laboratory during the evaluation phase of the bid.
5. Bidders must provide a list of the states and other government jurisdictions which currently use their proposed retroreflective sheeting, how long their retroreflective sheeting has been in service, license plate substrate, and whether the retroreflective sheeting is used on embossed or flat plates. A Bidder, who is unable to demonstrate that it has provided retroreflective sheeting to at least one (1) state in the United States or province of Canada for at least six (6) months, may have its bid determined to be not responsive.
6. Bidders must provide customer service support to Ohio Department of Public Safety/Bureau of Motor Vehicles and Ohio Department of Rehabilitation and Corrections/ Ohio Penal Industries. The Bidders will provide a primary customer service liaison, a minimum of two (2) secondary contacts to the State to address technical, product, delivery, and financial issues. Additionally, the Bidders will provide an executive level contact to handle any unresolved problems. Any cell phone numbers, facsimile numbers and e-mail addresses must be provided and kept current for these contacts.
7. Bidders must provide a toll free telephone number or accept collect telephone calls. The customer service liaisons must return the calls within three (3) business hours to discuss the problem. If a solution is not readily available with the return call, then a useable/workable solution to the concern, problem is required within four to six (4 – 6) work hours of the Columbus, Ohio work schedule (8:00am until 5:00pm Eastern Standard Time).

TABLE 1
 Length Dimensions for Large Size Ohio Sunburst Issue License Plate
 Sheeting Material

| Plate Type | Measurement Direction | Plate Area | Length (inches) |
|------------|-----------------------|---|-----------------|
| SB | Top to Bottom | Upper Portion, Red including blue line | 1.32 |
| | | Center Portion, White with Sunburst graphic | 3.40 |
| | | Bottom Portion, Blue including red line | 1.28 |
| | Total | | 6.00 |

| | | | |
|----|---------------|---|------|
| RS | Top to Bottom | Upper Portion, Red including blue line | 1.32 |
| | | Center Portion, White with Sunburst graphic | 3.40 |
| | | Bottom Portion, White including red line | 1.28 |
| | Total | | 6.00 |

BID PRICE SHEET (PAGE 1)

Bidder is to complete Minimum Order Quantity/Rolls column and Price/Square Foot column.

Bidders shall not insert a unit cost more than 3 digits after the decimal point. Digit(s) beyond 3, after the decimal point, shall be dropped by the Office of Procurement Services and not used in the evaluation and any subsequent award.

sf equals square foot; pr equals pair; sl equals singles

| ITEM NO. | DESCRIPTION | EST. ANNUAL PLATE PRODUCTION | SHEET WIDTH SIZE REQUIRED | MINIMUM ORDER QUANTITY / ROLLS | SIZE OF ROLL/ SQUARE FEET | PRICE/ SQUARE FOOT | PRICE/ROLL** |
|----------|-------------|------------------------------|---------------------------|--------------------------------|---------------------------|--------------------|--------------|
|----------|-------------|------------------------------|---------------------------|--------------------------------|---------------------------|--------------------|--------------|

RETROREFLECTIVE SHEETING FOR SUNBURST ISSUE PLATE DESIGN

| | | | | | | | |
|------|--|----------------------------------|-----|----|-----|--------------|-----------|
| 4862 | Red, White & Blue with Sunburst graphic (SB) | 2,200,000 pr. (2,200,000 sf.) | 12" | 40 | 900 | \$.680 /sf. | \$ 612.00 |
| 4861 | Red and White with Sunburst graphic (RS) | 200,000 pr. (200,000 sf.) | 12" | 40 | 900 | \$.680 /sf. | \$ 612.00 |
| 9933 | Red, White & Blue with Sunburst graphic (SB) | 53,000 sl. (11,900 sf.) | 7" | 5 | 350 | \$.957 /sf. | \$ 334.95 |
| 9932 | Red and White with Sunburst graphic (R) | 27,000 sl. (6,300 sf.) | 7" | 5 | 350 | \$.957 /sf. | \$ 334.95 |

PLAIN WHITE RETROREFLECTIVE SHEETING

| | | | | | | | |
|------|---------------|------------------------|-----|---|-----|--------------|-----------|
| 4863 | Display | 1,800 sl. (900 sf.) | 12" | 1 | 900 | \$.680 /sf. | \$ 612.00 |
| 9934 | Gratis Plates | 1,560 sl. (350 sf.) | 7" | 1 | 350 | \$.957 /sf. | \$334.95 |

PLAIN YELLOW RETROREFLECTIVE SHEETING

| | | | | | | | |
|------|-------------------|--------------------------|-----|---|-----|-------------|-----------|
| 9935 | Restricted Plates | 1,500 pr. (1,500 sf.) | 12" | 1 | 900 | \$.77 /sf. | \$ 693.00 |
|------|-------------------|--------------------------|-----|---|-----|-------------|-----------|

PLAIN PINK RETROREFLECTIVE SHEETING

| | | | | | | | |
|------|----------------------|---------|-----|----|-----|--------------|-----|
| 9931 | * Future Possible | UNKNOWN | 12" | 40 | 900 | \$.957 /sf. | N/A |
|------|----------------------|---------|-----|----|-----|--------------|-----|

Product contains Recycled Materials: Y/N NO

If so, Percent of Recycled materials: _____ %
 Percent to be determined by the weight of the total Product purchased by the State.

*Not included in evaluation

**Price per roll added

BID PRICE SHEET (PAGE 2):

The information requested for reflective preprinted graphic sheeting for future embossed plate designs (12" and 7" wide) is part of the evaluation and award and will become a part of any contract awarded. Bidder must provide pricing for all 9 color plate combinations for both the 12' wide and 7" wide plates.

Bidders shall not insert a unit cost more than 3 digits after the decimal point. Digit(s) beyond 3, after the decimal point, shall be dropped by the Office of Procurement Services and not used in the evaluation and any subsequent award.

REFLECTIVE PREPRINTED GRAPHIC SHEETING FOR FUTURE EMBOSSED PLATE DESIGNS

| ITEM NO. | DESCRIPTION REGULAR (12" WIDE) PLATES | LENGTH OF ROLL (SQARE FEET) | PRICE/SQUARE FOOT | PRICE/ROLL** |
|----------|---|--------------------------------|----------------------|--------------|
| 3303 | One (1) color plate | 900 | \$.700 /sf | N/A |
| 3305 | Two (2) color plate | 900 | \$.700 /sf | N/A |
| 7839 | Three (3) color plate | 900 | \$.700 /sf | N/A |
| 7841 | Four (4) color plate | 900 | \$.700 /sf | \$ 630.00 |
| 4851 | Five (5) color plate | 900 | \$ 3.080 /sf | N/A |
| 4853 | Six (6) color plate | 900 | \$ 3.520 /sf | N/A |
| 4855 | Seven (7) color plate | 900 | \$ 3.982 /sf | N/A |
| 4857 | Eight (8) color plate | 900 | \$ 4.499 /sf | N/A |
| 4859 | Nine (9) color plate | 900 | \$ 5.082 /sf | N/A |

Notes: Estimated annual usage should be based on 5.1 million plates (2.55 million sets). The evaluation will be based upon 2.55 million square feet. Future designs for standard size plates may not number as many as the three designs currently manufactured. For evaluation purposes, the one design, four (4) color plates pricing will be used. However, one or more of the other eight (8) color plate combinations may be used for actual plate production.

Product contains Recycled Materials: Y/N NO

If so, Percent of Recycled materials: _____ %
 *Percentage to be determined by the weight of the total product purchased by the State.

**Price per roll added

BID PRICE SHEET (PAGE 3)

| ITEM NO. | DESCRIPTION REGULAR (7" WIDE) PLATES | LENGTH OF ROLL (SQARE FEET) | PRICE/SQUARE FOOT | PRICE/ROLL** |
|----------|--|--------------------------------|----------------------|--------------|
| 7835 | One (1) color plate | 350 | \$.979 /sf | N/A |
| 7837 | Two (2) color plate | 350 | \$.979 /sf | N/A |
| 3307 | Three (3) color plate | 350 | \$.979 /sf | N/A |
| 3309 | Four (4) color plate | 350 | \$.979 /sf | \$ 342.65 |
| 9922 | Five (5) color plate | 350 | \$ 3.080 /sf | N/A |
| 9924 | Six (6) color plate | 350 | \$ 3.520 /sf | N/A |
| 9926 | Seven (7) color plate | 350 | \$ 3.982 /sf | N/A |
| 9928 | Eight (8) color plate | 350 | \$ 4.499 /sf | N/A |
| 9930 | Nine (9) color plate | 350 | \$ 5.082 /sf | N/A |

Notes: Estimated annual usage should be based on 90,000 plats. The evaluation will be based upon 20,650 square feet. Future designs for small size plates may not number as many as the three designs currently manufactured. For evaluation purposes, the one design, four (4) color plates pricing will be used. However, one or more of the other eight (8) color plate combinations may be used for actual plate production.

Product contains Recycled Materials: Y/N NO

If so, Percent of Recycled materials: _____ %
 **Percentage to be determined by the weight of the total product purchased by the State.

**Price per roll added

CONTRACTOR INDEX

CONTRACTOR, TERMS:

BID CONTRACT NO: 0T905407-1 (12/31/08)



Orders to:

99458
3M Company
3M Center, Bldg. 225-5s-08, Box 33225
St. Paul, MN 55133-3225

CONTRACTOR'S CONTACT

Richard J. LaClair rvs@mmm.com
Calvin J. Lueneburg rvs@mmm.com

CONTRACTOR'S IT CONTACT

Alan Hawthorne

CONTRACTOR'S TECH CONTACT

Jose Gonzalez-Ibarra jlgonzalez-ibarra@mmm.com

CONTRACTOR'S EXECUTIVE CONTACT

Mary Jo Abler

Remit to:

3M Company
PO BOX 371227
Pittsburgh, PA 15250-7227

TERMS: Net 30 days

DELIVERY: As Specified

Toll Free: (800) 553-1380 #3

Telephone: (651) 575-5521

Fax: (800) 591-9293

Telephone: (651) 736-9882

Telephone: (800) 553-1380 #4

Fax: (651) 736-7495

Cell: (651) 592-4049

Telephone: (651) 737-4761

Fax: (651) 575-4920

SUMMARY OF AMENDMENTS

| Amendment Number | Revision Date | Description |
|-------------------------|----------------------|--|
| 7 | 08/01/11 | This amendment is to renew the contract through 12/31/11. |
| 6 | 07/01/11 | This amendment is to renew the contract for an additional 30 days through 07/31/2011 and to indicate a change in the contract analyst. |
| 5 | 05/01/10 | Fourteen (14) calendar months renewal through 06/30/11; also change of assigned Analyst |
| 4 | 1/26/10 | 3 Month Renewal |
| 3 | 12/30/09 | Unilateral renewal |
| 2 | 03/05/09 | Correct unit size and pricing |
| 1 | 01/01/09 | Contract Renewal |