



CITY OF EL PASO BID TABULATION



| | | | | |
|--|---|---|---|--|
| BID ITEM: TRAFFIC SIGN MATERIALS BID DATE: MAY 16, 2012 | | BID # 2012-116 DEPT: TRANSPORTATION | | |
| | LIGHTLE ENTERPRISES OF OHIO, LLC FRANKFORT, OH | NIPPON CARBIDE INDUSTRIES (USA) INC. SANTA FE SPRINGS, CA | OSBURN ASSOCIATES, INC. LOGAN, OH | |
| PART A: PRICE LIST PRICING | PRICE ADJUSTMENT FACTOR | | | |
| ITEM DESCRIPTION | NET <u>OR</u> % DISCOUNT <u>OR</u> % MARKUP | NET <u>OR</u> % DISCOUNT <u>OR</u> % MARKUP | NET <u>OR</u> % DISCOUNT <u>OR</u> % MARKUP | |
| ITEM 1. SHEETING, PRESSURE SENSITIVE | NET <input checked="" type="checkbox"/> - ____ % DISCOUNT <input type="checkbox"/> + ____ % MARKUP <input type="checkbox"/> | NET <input checked="" type="checkbox"/> - <u>N/A</u> % DISCOUNT <input checked="" type="checkbox"/> + ____ % MARKUP <input type="checkbox"/> | NET <input type="checkbox"/> - <u>41</u> % DISCOUNT <input checked="" type="checkbox"/> + ____ % MARKUP <input type="checkbox"/> | |
| ITEM 1: Discount/Mark-up proposed from the _____ Price List [OR Catalog] (MANUFACTURER OR BRAND NAME) | <u>3M CO</u> | <u>NIKKALITE BRAND</u> | <u>AVERY</u> | |
| List Number _____ Dated _____ (AS SUPPLEMENTED, FOR ANY QUANTITY AS NEEDED:) | _____ _____ | <u>N/A</u> | _____ <u>APRIL 2012</u> | |
| FROM PRICE LIST FOR MARKETING LEVEL: WHOLESALER <input type="checkbox"/> DISTRIBUTOR <input checked="" type="checkbox"/> JOBBER <input type="checkbox"/> DEALER <input type="checkbox"/> RETAILER <input type="checkbox"/> OTHER <input type="checkbox"/> | <input type="checkbox"/> <input checked="" type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> | <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input checked="" type="checkbox"/> MANUFACTURER | <input checked="" type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> | |

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DATE: 5/30/2012



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BID ITEM: TRAFFIC SIGN MATERIALS **BID # 2012-116**
BID DATE: MAY 16, 2012 **DEPT: TRANSPORTATION**

| | | | |
|---|--|---|--|
| | LIGHTLE ENTERPRISES OF OHIO, LLC FRANKFORT, OH | NIPPON CARBIDE INDUSTRIES (USA) INC. SANTA FE SPRINGS, CA | OSBURN ASSOCIATES, INC. LOGAN, OH |
| PART A: PRICE LIST PRICING | PRICE ADJUSTMENT FACTOR | | |
| ITEM DESCRIPTION | NET <u>OR</u> % DISCOUNT <u>OR</u> % MARKUP | NET <u>OR</u> % DISCOUNT <u>OR</u> % MARKUP | NET <u>OR</u> % DISCOUNT <u>OR</u> % MARKUP |
| ITEM 2. TRANSPARENT ELECTRONICALLY CUTTABLE FILM | NET <input checked="" type="checkbox"/> | NET <input type="checkbox"/> | NET <input type="checkbox"/> |
| | - ___ % DISCOUNT <input type="checkbox"/> | - <u>18</u> % DISCOUNT <input checked="" type="checkbox"/> | - <u>41</u> % DISCOUNT <input checked="" type="checkbox"/> |
| | + ___ % MARKUP <input type="checkbox"/> | + ___ % MARKUP <input type="checkbox"/> | + ___ % MARKUP <input type="checkbox"/> |
| ITEM 2: Discount/Mark-up proposed from the _____ Price List [OR Catalog] (MANUFACTURER OR BRAND NAME) | <u>3M CO</u> | <u>NIKKALITE BRAND</u> | <u>AVERY</u> |
| List Number _____ Dated _____ (AS SUPPLEMENTED, FOR ANY QUANTITY AS NEEDED:) | _____ | <u>N/A</u> | <u>APRIL 2012</u> |
| FROM PRICE LIST FOR MARKETING LEVEL: | | | |
| WHOLESALER | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> |
| DISTRIBUTOR | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| JOBBER | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| DEALER | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| RETAILER | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| OTHER _____ | <input type="checkbox"/> | <input checked="" type="checkbox"/> MANUFACTURER | <input type="checkbox"/> |

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| BID ITEM: TRAFFIC SIGN MATERIALS | | BID # 2012-116 | |
| BID DATE: MAY 16, 2012 | | DEPT: TRANSPORTATION | |
| | LIGHTLE ENTERPRISES OF OHIO, LLC FRANKFORT, OH | NIPPON CARBIDE INDUSTRIES (USA) INC. SANTA FE SPRINGS, CA | OSBURN ASSOCIATES, INC. LOGAN, OH |
| PART A: PRICE LIST PRICING | | PRICE ADJUSTMENT FACTOR | |
| ITEM DESCRIPTION | NET <u>OR</u> % DISCOUNT <u>OR</u> % MARKUP | NET <u>OR</u> % DISCOUNT <u>OR</u> % MARKUP | NET <u>OR</u> % DISCOUNT <u>OR</u> % MARKUP |
| ITEM 3. TRANSPARENT GRAFFITI PROTECTIVE OVERLAY FILM | NET <input checked="" type="checkbox"/> - ____% DISCOUNT <input type="checkbox"/> + ____% MARKUP <input type="checkbox"/> | NET <input type="checkbox"/> - 27 % DISCOUNT <input checked="" type="checkbox"/> + ____% MARKUP <input type="checkbox"/> | NET <input type="checkbox"/> - 36 % DISCOUNT <input checked="" type="checkbox"/> + ____% MARKUP <input type="checkbox"/> |
| ITEM 3: Discount/Mark-up proposed from the _____ Price List [OR Catalog] (MANUFACTURER OR BRAND NAME) | <u>3M CO</u> | <u>NIKKALITE BRAND</u> | <u>AVERY</u> |
| List Number _____ Dated _____ (AS SUPPLEMENTED, FOR ANY QUANTITY AS NEEDED:) | _____ | <u>N/A</u> | _____ <u>APRIL 2012</u> |
| FROM PRICE LIST FOR MARKETING LEVEL: WHOLESALER <input type="checkbox"/> DISTRIBUTOR <input checked="" type="checkbox"/> JOBBER <input type="checkbox"/> DEALER <input type="checkbox"/> RETAILER <input type="checkbox"/> OTHER _____ <input type="checkbox"/> | <input type="checkbox"/> <input checked="" type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> | <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input checked="" type="checkbox"/> MANUFACTURER | <input checked="" type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |

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| BID ITEM: TRAFFIC SIGN MATERIALS | | BID # 2012-116 | |
| BID DATE: MAY 16, 2012 | | DEPT: TRANSPORTATION | |
| | LIGHTLE ENTERPRISES OF OHIO, LLC FRANKFORT, OH | NIPPON CARBIDE INDUSTRIES (USA) INC. SANTA FE SPRINGS, CA | OSBURN ASSOCIATES, INC. LOGAN, OH |
| PART A: PRICE LIST PRICING | | PRICE ADJUSTMENT FACTOR | |
| ITEM DESCRIPTION | NET <u>OR</u> % DISCOUNT <u>OR</u> % MARKUP | NET <u>OR</u> % DISCOUNT <u>OR</u> % MARKUP | NET <u>OR</u> % DISCOUNT <u>OR</u> % MARKUP |
| ITEM 4. PRE-SPACING TAPE | NET <input checked="" type="checkbox"/> - ____% DISCOUNT <input type="checkbox"/> + ____% MARKUP <input type="checkbox"/> | NET <input checked="" type="checkbox"/> - ____% DISCOUNT <input type="checkbox"/> + ____% MARKUP <input type="checkbox"/> | NET <input type="checkbox"/> - 20 % DISCOUNT <input checked="" type="checkbox"/> + ____% MARKUP <input type="checkbox"/> |
| ITEM 4: Discount/Mark-up proposed from the _____ Price List [OR Catalog] (MANUFACTURER OR BRAND NAME) | <u>3M CO</u> | <u>TRANSFERITE BRAND</u> | <u>AVERY</u> |
| List Number _____ Dated _____ (AS SUPPLEMENTED, FOR ANY QUANTITY AS NEEDED:) | _____ | <u>N/A</u> | _____ |
| FROM PRICE LIST FOR MARKETING LEVEL: | | | |
| WHOLESALER <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> |
| DISTRIBUTOR <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| JOBBER <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| DEALER <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| RETAILER <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| OTHER _____ <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> NOT CHECKED | <input type="checkbox"/> |
| BIDDER AGREES TO ALLOW THE PURCHASING MANAGER OR AUTHORIZED REPRESENTATIVE TO INSPECT THE PERTINENT PUBLISHED PRICE LISTS AND/OR WRITTEN CHANGES. | YES <input checked="" type="checkbox"/> NO <input type="checkbox"/> | YES <input type="checkbox"/> NO <input type="checkbox"/> NOT CHECKED | YES <input checked="" type="checkbox"/> NO <input type="checkbox"/> |

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BID ITEM: TRAFFIC SIGN MATERIALS **BID # 2012-116**
BID DATE: MAY 16, 2012 **DEPT: TRANSPORTATION**

| PART B: SAMPLE PRICING | | SAMPLE PRICING | | |
|-------------------------------|--|--|--|--|
| ITEM | MANUFACTURER'S PRICE LIST IDENTIFICATION: | LIGHTLE ENTERPRISES OF OHIO, LLC FRANKFORT, OH | NIPPON CARBIDE INDUSTRIES (USA) INC. SANTA FE SPRINGS, CA | OSBURN ASSOCIATES, INC. LOGAN, OH |
| 1. | DESCRIPTION: | TYPE C, HIGH SPECIFIC INTENSITY MICRO-PRISMATIC REFLECTIVE SHEETING, WHITE, FRICTION FED. PRESSURE SENSITIVE, 36 INCHES X 50 YARDS | TYPE C, HIGH SPECIFIC INTENSITY MICRO-PRISMATIC REFLECTIVE SHEETING, WHITE, FRICTION FED. PRESSURE SENSITIVE, 36 INCHES X 50 YARDS | TYPE C, HIGH SPECIFIC INTENSITY MICRO-PRISMATIC REFLECTIVE SHEETING, WHITE, FRICTION FED. PRESSURE SENSITIVE, 36 INCHES X 50 YARDS |
| | MANUFACTURER PART NUMBER: | 3M CO | NO BID | T65CD |
| | YOUR (BID) PART NUMBER: | 3930 | | LEFT BLANK |
| | YOUR LIST PRICE, BEFORE DISCOUNT/MARK-UP: | N/A | | \$2.05 |
| | CITY'S COST, AFTER DISCOUNT/MARK-UP: | \$630.00 | | \$1.21 |
| 2. | DESCRIPTION: | TYPE C, HIGH SPECIFIC INTENSITY MICRO-PRISMATIC REFLECTIVE SHEETING, WHITE, FRICTION FED. PRESSURE SENSITIVE, 30 INCHES X 50 YARDS | TYPE C, HIGH SPECIFIC INTENSITY MICRO-PRISMATIC REFLECTIVE SHEETING, WHITE, FRICTION FED. PRESSURE SENSITIVE, 30 INCHES X 50 YARDS | TYPE C, HIGH SPECIFIC INTENSITY MICRO-PRISMATIC REFLECTIVE SHEETING, WHITE, FRICTION FED. PRESSURE SENSITIVE, 30 INCHES X 50 YARDS |
| | MANUFACTURER PART NUMBER: | 3M CO | NO BID | T65CD |
| | YOUR (BID) PART NUMBER: | 3930 | | LEFT BLANK |
| | YOUR LIST PRICE, BEFORE DISCOUNT/MARK-UP: | N/A | | \$2.05 |
| | CITY'S COST, AFTER DISCOUNT/MARK-UP: | \$525.00 | | \$1.21 |
| 3. | DESCRIPTION: | TYPE E, MICROPRISMATIC REFLECTIVE SHEETING, FLUORESCENT YELLOW-GREEN, FRICTION FED. PRESSURE SENSITIVE, 36 INCHES X 50 YARDS | TYPE E, MICROPRISMATIC REFLECTIVE SHEETING, FLUORESCENT YELLOW-GREEN, FRICTION FED. PRESSURE SENSITIVE, 36 INCHES X 50 YARDS | TYPE E, MICROPRISMATIC REFLECTIVE SHEETING, FLUORESCENT YELLOW-GREEN, FRICTION FED. PRESSURE SENSITIVE, 36 INCHES X 50 YARDS |
| | MANUFACTURER PART NUMBER: | 3M CO | NIKKALITE BRAND | T7513 |
| | YOUR (BID) PART NUMBER: | 3983 | 92844 | LEFT BLANK |
| | YOUR LIST PRICE, BEFORE DISCOUNT/MARK-UP: | N/A | \$2,362.50 | \$5.606 |
| | CITY'S COST, AFTER DISCOUNT/MARK-UP: | \$1,675.00 | \$2,362.50 | \$2.78 |

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BID ITEM: TRAFFIC SIGN MATERIALS **BID # 2012-116**
BID DATE: MAY 16, 2012 **DEPT: TRANSPORTATION**

| PART B: SAMPLE PRICING | | SAMPLE PRICING | | |
|-------------------------------|--|--|--|--|
| ITEM | MANUFACTURER'S PRICE LIST IDENTIFICATION: | LIGHTLE ENTERPRISES OF OHIO, LLC FRANKFORT, OH | NIPPON CARBIDE INDUSTRIES (USA) INC. SANTA FE SPRINGS, CA | OSBURN ASSOCIATES, INC. LOGAN, OH |
| 4. | DESCRIPTION: | TRANSPARENT ELECTRONICALLY CUTTABLE FILM, COLOR GREEN, FRICTION FED. PRESSURE SENSITIVE, 36 INCHES X 50 YARDS | TRANSPARENT ELECTRONICALLY CUTTABLE FILM, COLOR GREEN, FRICTION FED. PRESSURE SENSITIVE, 36 INCHES X 50 YARDS | TRANSPARENT ELECTRONICALLY CUTTABLE FILM, COLOR GREEN, FRICTION FED. PRESSURE SENSITIVE, 36 INCHES X 50 YARDS |
| | MANUFACTURER PART NUMBER: | 3M CO | NIKKALITE #100 SERIES #108PA | OL-2007 |
| | YOUR (BID) PART NUMBER: | 1170 | NIKKALITE #100 SERIES #108PA | LEFT BLANK |
| | YOUR LIST PRICE, BEFORE DISCOUNT/MARK-UP: | N/A | \$495.00 | \$1.57 |
| | CITY'S COST, AFTER DISCOUNT/MARK-UP: | \$487.80 | \$405.00 | \$0.88 |
| 5. | DESCRIPTION: | TRANSPARENT ELECTRONICALLY CUTTABLE FILM, COLOR RED, FRICTION FED. PRESSURE SENSITIVE, 30 INCHES X 50 YARDS | TRANSPARENT ELECTRONICALLY CUTTABLE FILM, COLOR RED, FRICTION FED. PRESSURE SENSITIVE, 30 INCHES X 50 YARDS | TRANSPARENT ELECTRONICALLY CUTTABLE FILM, COLOR RED, FRICTION FED. PRESSURE SENSITIVE, 30 INCHES X 50 YARDS |
| | MANUFACTURER PART NUMBER: | 3M CO | NIKKALITE #105PA | OL-2008 |
| | YOUR (BID) PART NUMBER: | 1170 | NIKKALITE #105PA | LEFT BLANK |
| | YOUR LIST PRICE, BEFORE DISCOUNT/MARK-UP: | N/A | \$495.00 | \$1.57 |
| | CITY'S COST, AFTER DISCOUNT/MARK-UP: | \$406.50 | \$337.50 | \$0.88 |
| 6. | DESCRIPTION: | TRANSPARENT PROTECTIVE GRAFFITI OVERLAY FILM, COLOR CLEAR, PRESSURE SENSITIVE, 30 INCHES X 50 YARDS | TRANSPARENT PROTECTIVE GRAFFITI OVERLAY FILM, COLOR CLEAR, PRESSURE SENSITIVE, 30 INCHES X 50 YARDS | TRANSPARENT PROTECTIVE GRAFFITI OVERLAY FILM, COLOR CLEAR, PRESSURE SENSITIVE, 30 INCHES X 50 YARDS |
| | MANUFACTURER PART NUMBER: | 3M CO | NIKKALITE A-CAL A-142 | OL-1000 |
| | YOUR (BID) PART NUMBER: | 1150 | NIKKALITE A-CAL A-142 | LEFT BLANK |
| | YOUR LIST PRICE, BEFORE DISCOUNT/MARK-UP: | N/A | \$468.75 | \$2.236 |
| | CITY'S COST, AFTER DISCOUNT/MARK-UP: | \$428.00 | \$337.50 | \$1.39 |

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|---|---|---|---|
| BID ITEM: TRAFFIC SIGN MATERIALS | | BID # 2012-116 | |
| BID DATE: MAY 16, 2012 | | DEPT: TRANSPORTATION | |
| | LIGHTLE ENTERPRISES OF OHIO, LLC FRANKFORT, OH | NIPPON CARBIDE INDUSTRIES (USA) INC. SANTA FE SPRINGS, CA | OSBURN ASSOCIATES, INC. LOGAN, OH |
| PAYMENT TERMS: | NET - 30 DAYS | NET - 30 DAYS | 2%-10 DAYS / NET-30 DAYS |
| BIDDER AGREES TO ACCEPT PAYMENT BY PROCUREMENT CARD: | YES <input type="checkbox"/> NO <input checked="" type="checkbox"/> | YES <input checked="" type="checkbox"/> NO <input type="checkbox"/> | YES <input checked="" type="checkbox"/> NO <input type="checkbox"/> |
| <u>BIDDER'S PROMISED DELIVERY</u> | | | |
| WITHIN ___ CONSECUTIVE CALENDAR DAYS | 7 DAYS | 30 DAYS | 7 DAYS |
| WITHIN ___ HOURS OR OVERNIGHT AFTER RECEIPT OF VERBAL ORDER (IN CASES OF EMERGENCY) | 24 HOURS | 4 HOURS | 24 HOURS |
| WITHIN FOUR HOURS OR OVERNIGHT AFTER RECEIPT OF VERBAL ORDER (IN CASE OF EMERGENCY) | YES <input type="checkbox"/> NO <input checked="" type="checkbox"/> | YES <input checked="" type="checkbox"/> NO <input type="checkbox"/> | YES <input type="checkbox"/> NO <input checked="" type="checkbox"/> |
| IF BIDDER DOES NOT SPECIFY AN EARLIER DELIVERY, THE CITY'S REQUIRED DELIVERY SHALL PREVAIL. A DELIVERY DATE LATER THAN THE CITY'S REQUIRED DELIVERY MAY BE CAUSE FOR THE REJECTION OF THE BID. | | | |
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|---|---|---|--|
| BID ITEM: TRAFFIC SIGN MATERIALS | | BID # 2012-116 | |
| BID DATE: MAY 16, 2012 | | DEPT: TRANSPORTATION | |
| | ROCAL, INC. FRANKFORT, OH | 3M COMPANY ST. PAUL, MN | |
| PART A: PRICE LIST PRICING | | | |
| PRICE ADJUSTMENT FACTOR | | | |
| ITEM DESCRIPTION | NET OR % DISCOUNT OR % MARKUP | NET OR % DISCOUNT OR % MARKUP | NET OR % DISCOUNT OR % MARKUP |
| ITEM 1. SHEETING, PRESSURE SENSITIVE | NET <input checked="" type="checkbox"/> - ____ % DISCOUNT <input type="checkbox"/> + ____ % MARKUP <input type="checkbox"/> | NET <input type="checkbox"/> - 41 % DISCOUNT <input checked="" type="checkbox"/> + ____ % MARKUP <input type="checkbox"/> | NET <input type="checkbox"/> - ____ % DISCOUNT <input type="checkbox"/> + ____ % MARKUP <input type="checkbox"/> |
| ITEM 1: Discount/Mark-up proposed from the _____ Price List [OR Catalog] (MANUFACTURER OR BRAND NAME) | *NOTE: WE DO NOT HAVE A PRICE LIST. WE PRICE PER QUOTE REQUEST. | | |
| List Number _____ | 3M | 3M SERIES 3930 | _____ |
| Dated _____ (AS SUPPLEMENTED, FOR ANY QUANTITY AS NEEDED:) | 3930 | 2012 CATALOG 2/1/2012 | _____ _____ |
| FROM PRICE LIST FOR MARKETING LEVEL: | <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input checked="" type="checkbox"/> NOT CHECKED | <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input checked="" type="checkbox"/> MFG | <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |

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BID ITEM: TRAFFIC SIGN MATERIALS **BID # 2012-116**
BID DATE: MAY 16, 2012 **DEPT: TRANSPORTATION**

| | ROCAL, INC. FRANKFORT, OH | 3M COMPANY ST. PAUL, MN | |
|---|--|--|--|
| PART A: PRICE LIST PRICING | PRICE ADJUSTMENT FACTOR | | |
| ITEM DESCRIPTION | NET <u>OR</u> % DISCOUNT <u>OR</u> % MARKUP | NET <u>OR</u> % DISCOUNT <u>OR</u> % MARKUP | NET <u>OR</u> % DISCOUNT <u>OR</u> % MARKUP |
| ITEM 2. TRANSPARENT ELECTRONICALLY CUTTABLE FILM | NET <input checked="" type="checkbox"/> | NET <input type="checkbox"/> | NET <input type="checkbox"/> |
| | - ____% DISCOUNT <input type="checkbox"/> | - <u>36.5</u> % DISCOUNT <input checked="" type="checkbox"/> | - ____% DISCOUNT <input type="checkbox"/> |
| | + ____% MARKUP <input type="checkbox"/> | + ____% MARKUP <input type="checkbox"/> | + ____% MARKUP <input type="checkbox"/> |
| *NOTE: WE DO NOT HAVE A PRICE LIST. WE PRICE PER QUOTE REQUEST. | 3M | 3M SERIES 1170 | _____ |
| ITEM 2: Discount/Mark-up proposed from the _____ Price List [OR Catalog] (MANUFACTURER OR BRAND NAME) | 1170 | 2012 CATALOG | _____ |
| List Number _____ Dated _____ (AS SUPPLEMENTED, FOR ANY QUANTITY AS NEEDED:) | _____ | 2/1/2012 | _____ |
| FROM PRICE LIST FOR MARKETING LEVEL: WHOLESALE <input type="checkbox"/> DISTRIBUTOR <input type="checkbox"/> JOBBER <input type="checkbox"/> DEALER <input type="checkbox"/> RETAILER <input type="checkbox"/> OTHER <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> NOT CHECKED | <input checked="" type="checkbox"/> MFG | <input type="checkbox"/> |

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BID DATE: MAY 16, 2012 **DEPT: TRANSPORTATION**

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|--|--|--|--|
| | ROCAL, INC. FRANKFORT, OH | 3M COMPANY ST. PAUL, MN | |
| PART A: PRICE LIST PRICING | | | |
| PRICE ADJUSTMENT FACTOR | | | |
| ITEM DESCRIPTION | NET OR % DISCOUNT OR % MARKUP | NET OR % DISCOUNT OR % MARKUP | NET OR % DISCOUNT OR % MARKUP |
| ITEM 4. PRE-SPACING TAPE | NET <input checked="" type="checkbox"/> - ____% DISCOUNT <input type="checkbox"/> + ____% MARKUP <input type="checkbox"/> | NET <input type="checkbox"/> - 53 % DISCOUNT <input checked="" type="checkbox"/> + ____% MARKUP <input type="checkbox"/> | NET <input type="checkbox"/> - ____% DISCOUNT <input type="checkbox"/> + ____% MARKUP <input type="checkbox"/> |
| | *NOTE: WE DO NOT HAVE A PRICE LIST. WE PRICE PER QUOTE REQUEST. 3M | | 3M SERIES SCPS - 2 |
| | SCPS | | 2012 CATALOG 2/1/2012 |
| ITEM 4: Discount/Mark-up proposed from the _____ Price List [OR Catalog] (MANUFACTURER OR BRAND NAME) List Number _____ Dated _____ (AS SUPPLEMENTED, FOR ANY QUANTITY AS NEEDED:) | SCPS _____ | 2012 CATALOG 2/1/2012 | _____ _____ _____ |
| FROM PRICE LIST FOR MARKETING LEVEL: WHOLESALE <input type="checkbox"/> DISTRIBUTOR <input type="checkbox"/> JOBBER <input type="checkbox"/> DEALER <input type="checkbox"/> RETAILER <input type="checkbox"/> OTHER <input checked="" type="checkbox"/> NOT CHECKED | <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input checked="" type="checkbox"/> NOT CHECKED | <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input checked="" type="checkbox"/> MFG | <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |
| BIDDER AGREES TO ALLOW THE PURCHASING MANAGER OR AUTHORIZED REPRESENTATIVE TO INSPECT THE PERTINENT PUBLISHED PRICE LISTS AND/OR WRITTEN CHANGES. | YES <input type="checkbox"/> NO <input checked="" type="checkbox"/> | YES <input checked="" type="checkbox"/> NO <input type="checkbox"/> | YES <input type="checkbox"/> NO <input type="checkbox"/> |

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BID ITEM: TRAFFIC SIGN MATERIALS **BID # 2012-116**
BID DATE: MAY 16, 2012 **DEPT: TRANSPORTATION**

| | | ROCAL, INC. FRANKFORT, OH | 3M COMPANY ST. PAUL, MN | |
|------------------------|--|--|--|--|
| PART B: SAMPLE PRICING | | SAMPLE PRICING | | |
| ITEM | MANUFACTURER'S PRICE LIST IDENTIFICATION: | | | |
| 1. | DESCRIPTION: | TYPE C, HIGH SPECIFIC INTENSITY MICRO-PRISMATIC REFLECTIVE SHEETING, WHITE, FRICTION FED. PRESSURE SENSITIVE, 36 INCHES X 50 YARDS | TYPE C, HIGH SPECIFIC INTENSITY MICRO-PRISMATIC REFLECTIVE SHEETING, WHITE, FRICTION FED. PRESSURE SENSITIVE, 36 INCHES X 50 YARDS | TYPE C, HIGH SPECIFIC INTENSITY MICRO-PRISMATIC REFLECTIVE SHEETING, WHITE, FRICTION FED. PRESSURE SENSITIVE, 36 INCHES X 50 YARDS |
| | MANUFACTURER PART NUMBER: | 3M-3930 | 3M 3930 | |
| | YOUR (BID) PART NUMBER: | 3M 3930 | 3M 3930 | |
| | YOUR LIST PRICE, BEFORE DISCOUNT/MARK-UP: | NOT AVAILABLE | \$900.00 | |
| | CITY'S COST, AFTER DISCOUNT/MARK-UP: | \$634.50 | \$531.00 | |
| 2. | DESCRIPTION: | TYPE C, HIGH SPECIFIC INTENSITY MICRO-PRISMATIC REFLECTIVE SHEETING, WHITE, FRICTION FED. PRESSURE SENSITIVE, 30 INCHES X 50 YARDS | TYPE C, HIGH SPECIFIC INTENSITY MICRO-PRISMATIC REFLECTIVE SHEETING, WHITE, FRICTION FED. PRESSURE SENSITIVE, 30 INCHES X 50 YARDS | TYPE C, HIGH SPECIFIC INTENSITY MICRO-PRISMATIC REFLECTIVE SHEETING, WHITE, FRICTION FED. PRESSURE SENSITIVE, 30 INCHES X 50 YARDS |
| | MANUFACTURER PART NUMBER: | 3M-3930 | 3M-3930 | |
| | YOUR (BID) PART NUMBER: | 3930 | 3M-3930 | |
| | YOUR LIST PRICE, BEFORE DISCOUNT/MARK-UP: | NOT AVAILABLE | \$750.00 | |
| | CITY'S COST, AFTER DISCOUNT/MARK-UP: | \$528.75 | \$442.50 | |
| 3. | DESCRIPTION: | TYPE E, MICROPRISMATIC REFLECTIVE SHEETING, FLUORESCENT YELLOW-GREEN, FRICTION FED. PRESSURE SENSITIVE, 36 INCHES X 50 YARDS | TYPE E, MICROPRISMATIC REFLECTIVE SHEETING, FLUORESCENT YELLOW-GREEN, FRICTION FED. PRESSURE SENSITIVE, 36 INCHES X 50 YARDS | TYPE E, MICROPRISMATIC REFLECTIVE SHEETING, FLUORESCENT YELLOW-GREEN, FRICTION FED. PRESSURE SENSITIVE, 36 INCHES X 50 YARDS |
| | MANUFACTURER PART NUMBER: | 3M 3923 | 3M 3923 | |
| | YOUR (BID) PART NUMBER: | 3M 3923 | 3M 3923 | |
| | YOUR LIST PRICE, BEFORE DISCOUNT/MARK-UP: | NOT AVAILABLE | \$2,250.00 | |
| | CITY'S COST, AFTER DISCOUNT/MARK-UP: | \$1,368.00 | \$1,035.00 | |

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APPROVED BY: /s/

DATE: 5/30/2012



CITY OF EL PASO BID TABULATION



BID ITEM: TRAFFIC SIGN MATERIALS **BID # 2012-116**
BID DATE: MAY 16, 2012 **DEPT: TRANSPORTATION**

| PART B: SAMPLE PRICING | | SAMPLE PRICING | | |
|------------------------|--|---|---|---|
| ITEM | MANUFACTURER'S PRICE LIST IDENTIFICATION: | ROCAL, INC. FRANKFORT, OH | 3M COMPANY ST. PAUL, MN | |
| 4. | DESCRIPTION: | TRANSPARENT ELECTRONICALLY CUTTABLE FILM, COLOR GREEN, FRICTION FED. PRESSURE SENSITIVE, 36 INCHES X 50 YARDS | TRANSPARENT ELECTRONICALLY CUTTABLE FILM, COLOR GREEN, FRICTION FED. PRESSURE SENSITIVE, 36 INCHES X 50 YARDS | TRANSPARENT ELECTRONICALLY CUTTABLE FILM, COLOR GREEN, FRICTION FED. PRESSURE SENSITIVE, 36 INCHES X 50 YARDS |
| | MANUFACTURER PART NUMBER: | 3M 1170 | 3M 1177NP | |
| | YOUR (BID) PART NUMBER: | 3M 1170 | 3M 1177NP | |
| | YOUR LIST PRICE, BEFORE DISCOUNT/MARK-UP: | NOT AVAILABLE | \$621.00 | |
| | CITY'S COST, AFTER DISCOUNT/MARK-UP: | \$495.00 | \$396.00 | |
| 5. | DESCRIPTION: | TRANSPARENT ELECTRONICALLY CUTTABLE FILM, COLOR RED, FRICTION FED. PRESSURE SENSITIVE, 30 INCHES X 50 YARDS | TRANSPARENT ELECTRONICALLY CUTTABLE FILM, COLOR RED, FRICTION FED. PRESSURE SENSITIVE, 30 INCHES X 50 YARDS | TRANSPARENT ELECTRONICALLY CUTTABLE FILM, COLOR RED, FRICTION FED. PRESSURE SENSITIVE, 30 INCHES X 50 YARDS |
| | MANUFACTURER PART NUMBER: | 3M 1170 | 3M 1172NP | |
| | YOUR (BID) PART NUMBER: | 3M 1170 | 3M 1172NP | |
| | YOUR LIST PRICE, BEFORE DISCOUNT/MARK-UP: | NOT AVAILABLE | \$517.50 | |
| | CITY'S COST, AFTER DISCOUNT/MARK-UP: | \$412.50 | \$330.00 | |
| 6. | DESCRIPTION: | TRANSPARENT PROTECTIVE GRAFFITI OVERLAY FILM, COLOR CLEAR, PRESSURE SENSITIVE, 30 INCHES X 50 YARDS | TRANSPARENT PROTECTIVE GRAFFITI OVERLAY FILM, COLOR CLEAR, PRESSURE SENSITIVE, 30 INCHES X 50 YARDS | TRANSPARENT PROTECTIVE GRAFFITI OVERLAY FILM, COLOR CLEAR, PRESSURE SENSITIVE, 30 INCHES X 50 YARDS |
| | MANUFACTURER PART NUMBER: | 3M 1160 | 3M 1150 | |
| | YOUR (BID) PART NUMBER: | 3M 1160 | 3M 1150 | |
| | YOUR LIST PRICE, BEFORE DISCOUNT/MARK-UP: | NOT AVAILABLE | \$828.75 | |
| | CITY'S COST, AFTER DISCOUNT/MARK-UP: | \$660.00 | \$333.75 | |

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APPROVED BY: /s/

DATE: 5/30/2012



CITY OF EL PASO BID TABULATION



BID ITEM: TRAFFIC SIGN MATERIALS **BID # 2012-116**
BID DATE: MAY 16, 2012 **DEPT: TRANSPORTATION**

| PART B: SAMPLE PRICING | | SAMPLE PRICING | | |
|---|---|--|---|--|
| ITEM | MANUFACTURER'S PRICE LIST IDENTIFICATION: | ROCAL, INC. FRANKFORT, OH | 3M COMPANY ST. PAUL, MN | |
| 7. | DESCRIPTION: | PRESPACING TAPE, 36 INCHES X 100 YARDS | PRESPACING TAPE, 36 INCHES X 100 YARDS | PRESPACING TAPE, 36 INCHES X 100 YARDS |
| | MANUFACTURER PART NUMBER: | 3M SCPS | 3M SCPS - 2 | |
| | YOUR (BID) PART NUMBER: | 3M SCPS | 3M SCPS - 2 | |
| | YOUR LIST PRICE, BEFORE DISCOUNT/MARK-UP: | NOT AVAILABLE | \$190.89 | |
| | CITY'S COST, AFTER DISCOUNT/MARK-UP: | \$191.63 | \$90.00 | |
| <p>THE CITY AT ITS SOLE DISCRETION, MAY EXERCISE ANY OPTION TO EXTEND THE TERM OF THE AGREEMENT, BY GIVING THE CONTRACTOR WRITTEN NOTICE WITHIN THE TIME PERIOD NOTED ON THE SELECTED OPTIONS.</p> <p>BIDDER OFFERS THE CITY THE OPTION OF EXTENDING THE TERM OF THE CONTRACT FOR:</p> <p>ONE (1) ADDITIONAL YEAR AT THE SAME UNIT PRICE(S), IF THE OPTION IS EXERCISED PRIOR TO THE EXPIRATION OF THE ORIGINAL TERM OF CONTRACT.</p> <p>TWO (2) ADDITIONAL YEARS AT THE SAME UNIT PRICE(S), IF THE OPTION IS EXERCISED PRIOR TO THE EXPIRATION OF THE ORIGINAL TERM OF CONTRACT.</p> <p>NO OPTION OFFERED.</p> | | <input checked="" type="checkbox"/> WITH PRICE ADJUSTMENT PER CONTRACT <input checked="" type="checkbox"/> WITH PRICE ADJUSTMENT PER CONTRACT <input type="checkbox"/> | <input type="checkbox"/> <input type="checkbox"/> <input checked="" type="checkbox"/> | <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |

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APPROVED BY: /s/

DATE: 5/30/2012



CITY OF EL PASO BID TABULATION



| | | | |
|---|--|---|--|
| BID ITEM: TRAFFIC SIGN MATERIALS | | BID # 2012-116 | |
| BID DATE: MAY 16, 2012 | | DEPT: TRANSPORTATION | |
| | ROCAL, INC. FRANKFORT, OH | 3M COMPANY ST. PAUL, MN | |
| PAYMENT TERMS: | NET - 30 DAYS | NET - 30 DAYS | |
| BIDDER AGREES TO ACCEPT PAYMENT BY PROCUREMENT CARD: | YES <input checked="" type="checkbox"/> NO <input type="checkbox"/> <small>VISA/MASTERCARD ONLY</small> | YES <input checked="" type="checkbox"/> NO <input type="checkbox"/> | YES <input type="checkbox"/> NO <input type="checkbox"/> |
| <u>BIDDER'S PROMISED DELIVERY</u> | | | |
| WITHIN ___ CONSECUTIVE CALENDAR DAYS | 21 DAYS | 30 DAYS | |
| WITHIN ___ HOURS OR OVERNIGHT AFTER RECEIPT OF VERBAL ORDER (IN CASES OF EMERGENCY) | 42 HOURS | 4 HOURS | |
| WITHIN FOUR HOURS OR OVERNIGHT AFTER RECEIPT OF VERBAL ORDER (IN CASE OF EMERGENCY) | YES <input checked="" type="checkbox"/> NO <input type="checkbox"/> <small>BEFORE 10AM</small> | YES <input checked="" type="checkbox"/> NO <input type="checkbox"/> | |
| IF BIDDER DOES NOT SPECIFY AN EARLIER DELIVERY, THE CITY'S REQUIRED DELIVERY SHALL PREVAIL. A DELIVERY DATE LATER THAN THE CITY'S REQUIRED DELIVERY MAY BE CAUSE FOR THE REJECTION OF THE BID. | | | |
| NOTE: The information contained in this bid tabulation is for information only and does not constitute actual award/execution of contract. | | | |
| BIDS SOLICITED: | 40 | BIDS RECEIVED: | 5 |
| | | BIDS LOCAL: | 9 |
| | | NO BID: | 0 |

APPROVED BY: /s/

DATE: 5/30/2012