

STATE OF MICHIGAN  
 DEPARTMENT OF MANAGEMENT AND BUDGET  
 PURCHASING OPERATIONS  
 P.O. BOX 30026, LANSING, MI 48909  
 OR  
 530 W. ALLEGAN, LANSING, MI 48933

April 10, 2008

CHANGE NOTICE NO. 12  
 TO  
 CONTRACT NO. 071B1001310  
 between  
 THE STATE OF MICHIGAN  
 and

NAME & ADDRESS OF VENDOR <b>Minnesota Mining Manufacturing</b> <b>3M Traffic Control Materials Division</b> <b>3M Center</b> <b>P.O. Box 33225, Bldg. 225 55 08</b> <b>St. Paul, MN 55133-3225</b>  <b>Email: djjohnson1@mmm.com</b>	TELEPHONE Dennis J. Johnson <b>800-553-1380 ext 2</b>
	VENDOR NUMBER/MAIL CODE
	BUYER/CA (517) 241-1650 <b>Terry Harris</b>
Contract Compliance Inspector: Nancy Taylor-Williams <b>Reflectorized Sheeting (for license plates), Dept. of Corrections, Michigan State Industries</b>	
CONTRACT PERIOD: From: <b>February 5, 2001</b> To <b>May 31, 2008</b>	
TERMS <b>Net 30 Days</b>	SHIPMENT <b>As Required</b>
F.O.B. <b>Delivered</b>	SHIPPED FROM <b>Brownwood, TX</b>
MINIMUM DELIVERY REQUIREMENTS <b>One (1) Roll of 900 sq. ft.</b>	

**CONTRACT IS EXTENDED TO LOCAL UNITS OF GOVERNMENT**

**NATURE OF CHANGE (S):**

Effective immediately, this Contract is hereby EXTENDED two (2) months to May 31, 2008 or until the new Contract becomes effective.

All other terms, conditions, specifications and pricing remain unchanged.

Please note: the buyer for this Contract has been changed to Terry Harris

**AUTHORITY/REASON:**

Per vendor contact (Matt Bignell) dated January 24, 2008 and DMB/Purchasing Operations and request from Rick Dolan of MDOT, dated April 9, 2008.

**INCREASE: \$0.00**

**TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$24,642,509.52**

STATE OF MICHIGAN  
 DEPARTMENT OF MANAGEMENT AND BUDGET  
 PURCHASING OPERATIONS  
 P.O. BOX 30026, LANSING, MI 48909  
 OR  
 530 W. ALLEGAN, LANSING, MI 48933

January 30, 2008

CHANGE NOTICE NO. 11  
 TO  
 CONTRACT NO. 071B1001310  
 between  
 THE STATE OF MICHIGAN  
 and

NAME & ADDRESS OF VENDOR <b>Minnesota Mining Manufacturing</b> <b>3M Traffic Control Materials Division</b> <b>3M Center</b> <b>P.O. Box 33225, Bldg. 225 55 08</b> <b>St. Paul, MN 55133-3225</b>  <b>djjohnson1@mmm.com</b>	TELEPHONE Dennis J. Johnson <b>800-553-1380 ext 2</b>
	VENDOR NUMBER/MAIL CODE
	BUYER/CA (517) 241-2005 <b>Lisa Morrison</b>
Contract Compliance Inspector: Grazina Giroux <b>Reflectorized Sheeting (for license plates), Dept. of Corrections, Michigan State Industries</b>	
CONTRACT PERIOD: From: <b>February 5, 2001</b> To <b>March 31, 2008</b>	
TERMS <b>Net 30 Days</b>	SHIPMENT <b>As Required</b>
F.O.B. <b>Delivered</b>	SHIPPED FROM <b>Brownwood, TX</b>
MINIMUM DELIVERY REQUIREMENTS <b>One (1) Roll of 900 sq. ft.</b>	

**CONTRACT IS EXTENDED TO LOCAL UNITS OF GOVERNMENT**

**NATURE OF CHANGE (S):**

**Effective immediately, this Contract is hereby EXTENDED three (3) months to March 31, 2008 or until the new Contract becomes effective.**

**All other terms, conditions, specifications and pricing remain unchanged.**

**AUTHORITY/REASON:**

**Per vendor contact (Matt Bignell) dated January 24, 2008 and DMB/Purchasing Operations.**

**INCREASE: \$0.00**

**TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$24,642,509.52**

STATE OF MICHIGAN  
 DEPARTMENT OF MANAGEMENT AND BUDGET  
 PURCHASING OPERATIONS  
 P.O. BOX 30026, LANSING, MI 48909  
 OR  
 530 W. ALLEGAN, LANSING, MI 48933

September 6, 2007

**CHANGE NOTICE NO. 10**  
**TO**  
**CONTRACT NO. 071B1001310**  
**between**  
**THE STATE OF MICHIGAN**  
**and**

NAME & ADDRESS OF VENDOR <b>Minnesota Mining Manufacturing</b> <b>3M Traffic Control Materials Division</b> <b>3M Center</b> <b>P.O. Box 33225, Bldg. 225 55 08</b> <b>St. Paul, MN 55133-3225</b>  <b>djjohnson1@mmm.com</b>	TELEPHONE Dennis J. Johnson <b>800-553-1380 ext 2</b>
	VENDOR NUMBER/MAIL CODE
	BUYER/CA (517) 241-2005 <b>Lisa Morrison</b>
Contract Compliance Inspector: Grazina Giroux <b>Reflectorized Sheeting (for license plates), Dept. of Corrections, Michigan State Industries</b>	
CONTRACT PERIOD: From: <b>February 5, 2001</b> To <b>December 31, 2007</b>	
TERMS <b>Net 30 Days</b>	SHIPMENT <b>As Required</b>
F.O.B. <b>Delivered</b>	SHIPPED FROM <b>Brownwood, TX</b>
MINIMUM DELIVERY REQUIREMENTS <b>One (1) Roll of 900 sq. ft.</b>	

**CONTRACT IS EXTENDED TO LOCAL UNITS OF GOVERNMENT**

**NATURE OF CHANGE (S):**

Effective immediately, this Contract is hereby **EXTENDED** five (5) months to **December 31, 2007** to allow for a competitive rebid of the contract. .

All other terms, conditions, specifications and pricing remain unchanged.

**AUTHORITY/REASON:**

Per vendor contact (Perry Canniff) dated August 30, 2007 and DMB/Purchasing Operations.

**INCREASE: \$0.00**

**TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$24,642,509.52**

STATE OF MICHIGAN  
 DEPARTMENT OF MANAGEMENT AND BUDGET  
 ACQUISITION SERVICES  
 P.O. BOX 30026, LANSING, MI 48909  
 OR  
 530 W. ALLEGAN, LANSING, MI 48933

May 18, 2007

CHANGE NOTICE NO. 9  
 TO  
 CONTRACT NO. 071B1001310  
 between  
 THE STATE OF MICHIGAN  
 and

NAME & ADDRESS OF VENDOR <b>Minnesota Mining Manufacturing</b> <b>3M Traffic Control Materials Division</b> <b>3M Center</b> <b>P.O. Box 33225, Bldg. 225 55 08</b> <b>St. Paul, MN 55133-3225</b>  <b>djohnson1@mmm.com</b>	TELEPHONE Dennis J. Johnson <b>800-553-1380 ext 2</b>
	VENDOR NUMBER/MAIL CODE
	BUYER/CA (517) 241-2005 <b>Lisa Morrison</b>
Contract Compliance Inspector: Grazina Giroux <b>Reflectorized Sheeting (for license plates), Dept. of Corrections, Michigan State Industries</b>	
CONTRACT PERIOD: From: <b>February 5, 2001</b> To: <b>August 1, 2007</b>	
TERMS <b>Net 30 Days</b>	SHIPMENT <b>As Required</b>
F.O.B. <b>Delivered</b>	SHIPPED FROM <b>Brownwood, TX</b>
MINIMUM DELIVERY REQUIREMENTS <b>One (1) Roll of 900 sq. ft.</b>	

**CONTRACT IS EXTENDED TO LOCAL UNITS OF GOVERNMENT**

**NATURE OF CHANGE (S):**

**Effective immediately, this Contract is hereby EXTENDED three (3) months to August 1, 2007.**

**All other terms, conditions, specifications and pricing remain unchanged.**

**AUTHORITY/REASON:**

**Per vendor contact (Richard LaClair) dated September 1, 2006 and DMB/Purchasing Operations.**

**INCREASE: \$0.00**

STATE OF MICHIGAN  
 DEPARTMENT OF MANAGEMENT AND BUDGET  
 ACQUISITION SERVICES  
 P.O. BOX 30026, LANSING, MI 48909  
 OR  
 530 W. ALLEGAN, LANSING, MI 48933

February 20, 2007

**CHANGE NOTICE NO. 8**  
**TO**  
**CONTRACT NO. 071B1001310**  
**between**  
**THE STATE OF MICHIGAN**  
**and**

NAME & ADDRESS OF VENDOR <b>Minnesota Mining Manufacturing</b> <b>3M Traffic Control Materials Division</b> <b>3M Center</b> <b>P.O. Box 33225, Bldg. 225 55 08</b> <b>St. Paul, MN 55133-3225</b>  djjohnson1@mmm.com	TELEPHONE Dennis J. Johnson <b>800-553-1380 ext 2</b>
	VENDOR NUMBER/MAIL CODE
	BUYER/CA (517) 241-2005 <b>Lisa Morrison</b>
Contract Compliance Inspector: Grazina Giroux <b>Reflectorized Sheeting (for license plates), Dept. of Corrections, Michigan State Industries</b>	
CONTRACT PERIOD: From: <b>February 5, 2001</b> To: <b>May 5, 2007</b>	
TERMS <b>Net 30 Days</b>	SHIPMENT <b>As Required</b>
F.O.B. <b>Delivered</b>	SHIPPED FROM <b>Brownwood, TX</b>
MINIMUM DELIVERY REQUIREMENTS <b>One (1) Roll of 900 sq. ft.</b>	

**CONTRACT IS EXTENDED TO LOCAL UNITS OF GOVERNMENT**

**NATURE OF CHANGE (S):**

Effective February 6, 2007, this Contract is hereby EXTENDED three (3) months to May 5, 2007.

Please Note: The buyer has been changed to Lisa Morrison.

All other terms, conditions, specifications and pricing remain unchanged.

**AUTHORITY/REASON:**

Per vendor contact (Richard LaClair) dated September 1, 2006 and DMB/Purchasing Operations.

**INCREASE: \$0.00**

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$24,642,509.52



Form No. DMB 234A (Rev. 1/96)  
AUTHORITY: Act 431 of 1984  
COMPLETION: Required  
PENALTY: Failure to deliver in accordance with Contract  
terms and conditions and this notice, may be considered  
in default of Contract

STATE OF MICHIGAN  
DEPARTMENT OF MANAGEMENT AND BUDGET  
ACQUISITION SERVICES  
P.O. BOX 30026, LANSING, MI 48909  
OR  
530 W. ALLEGAN, LANSING, MI 48933

November 22, 2005

**CHANGE NOTICE NO. 7**  
**TO**  
**CONTRACT NO. 071B1001310**  
**between**  
**THE STATE OF MICHIGAN**  
**and**

NAME & ADDRESS OF VENDOR <b>Minnesota Mining Manufacturing</b> <b>3M Traffic Control Materials Division</b> <b>3M Center</b> <b>P.O. Box 33225, Bldg. 225 55 08</b> <b>St. Paul, MN 55133-3225</b>  <b>djohnson1@mmm.com</b>	TELEPHONE Dennis J. Johnson <b>800-553-1380 ext 2</b>
	VENDOR NUMBER/MAIL CODE
	BUYER/CA (517) 241-1650 <b>Terry Harris</b>
Contract Compliance Inspector: Grazina Giroux <b>Reflectorized Sheeting (for license plates), Dept. of Corrections, Michigan State Industries</b>	
CONTRACT PERIOD: From: <b>February 5, 2001</b> To: <b>February 5, 2007</b>	
TERMS <b>Net 30 Days</b>	SHIPMENT <b>As Required</b>
F.O.B. <b>Delivered</b>	SHIPPED FROM <b>Brownwood, TX</b>
MINIMUM DELIVERY REQUIREMENTS <b>One (1) Roll of 900 sq. ft.</b>	

**CONTRACT IS EXTENDED TO LOCAL UNITS OF GOVERNMENT**

**NATURE OF CHANGE (S):**

**Effective November 22, 2005, this Contract is hereby EXTENDED to February 5, 2007.**

**All other terms, conditions, specifications and pricing remain unchanged.**

**AUTHORITY/REASON:**

**Per e-mail request from Will L. Rondeau dated November 7, 2005 Department of Corrections- MSI and Vendor agreement fax dated November 21, 2005.**

**INCREASE: \$0.00**

**TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$24,642,509.52**

Form No. DMB 234A (Rev. 1/96)  
AUTHORITY: Act 431 of 1984  
COMPLETION: Required  
PENALTY: Failure to deliver in accordance with Contract  
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STATE OF MICHIGAN  
DEPARTMENT OF MANAGEMENT AND BUDGET  
ACQUISITION SERVICES  
P.O. BOX 30026, LANSING, MI 48909  
OR  
530 W. ALLEGAN, LANSING, MI 48933

March 15, 2005

**CHANGE NOTICE NO. 6**  
**TO**  
**CONTRACT NO. 071B1001310**  
**between**  
**THE STATE OF MICHIGAN**  
**and**

NAME & ADDRESS OF VENDOR <b>Minnesota Mining Manufacturing</b> <b>3M Traffic Control Materials Division</b> <b>3M Center</b> <b>P.O. Box 33225, Bldg. 225 55 08</b> <b>St. Paul, MN 55133-3225</b>  <b>djohnson1@mmm.com</b>	TELEPHONE Dennis J. Johnson <b>800-553-1380 ext 2</b>
	VENDOR NUMBER/MAIL CODE
	BUYER/CA (517) 241-1650 <b>Terry Harris</b>
Contract Compliance Inspector: Grazina Giroux <b>Reflectorized Sheeting (for license plates), Dept. of Corrections, Michigan State Industries</b>	
CONTRACT PERIOD: From: <b>February 5, 2001</b> To: <b>February 5, 2006</b>	
TERMS <b>Net 30 Days</b>	SHIPMENT <b>As Required</b>
F.O.B. <b>Delivered</b>	SHIPPED FROM <b>Brownwood, TX</b>
MINIMUM DELIVERY REQUIREMENTS <b>One (1) Roll of 900 sq. ft.</b>	

**THIS CONTRACT IS EXTENDABLE TO LOCAL UNITS OF GOVERNMENT**

**NATURE OF CHANGE (S):**

**Effective immediately the following items are hereby added to this contract:**

**SCPM-3 Application tape 24" X 100 YD - \$62.10/roll**

**SCPM-3 Application tape 36" X 100 YD - \$97.83/roll**

**PLEASE NOTE: The buyer has been CHANGED to Terry Harris.**

**All other terms, conditions, specifications and pricing remain unchanged.**

**AUTHORITY/REASON:**

**Per vendor and agency agreement.**

**TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$24,642,509.52**

Form No. DMB 234A (Rev. 1/96)  
 AUTHORITY: Act 431 of 1984  
 COMPLETION: Required  
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STATE OF MICHIGAN  
 DEPARTMENT OF MANAGEMENT AND BUDGET  
 ACQUISITION SERVICES  
 P.O. BOX 30026, LANSING, MI 48909  
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February 17, 2005

**CHANGE NOTICE NO. 5**  
**TO**  
**CONTRACT NO. 071B1001310**  
**between**  
**THE STATE OF MICHIGAN**  
**and**

NAME & ADDRESS OF VENDOR <b>Minnesota Mining Manufacturing</b> <b>3M Traffic Control Materials Division</b> <b>3M Center</b> <b>P.O. Box 33225, Bldg. 225 55 08</b> <b>St. Paul, MN 55133-3225</b>  <b>djohnson1@mmm.com</b>	TELEPHONE Dennis J. Johnson <b>800-553-1380 ext 2</b>
	VENDOR NUMBER/MAIL CODE
	BUYER/CA (517) 241-4225 <b>Jennifer Hundt</b>
Contract Compliance Inspector: Grazina Giroux <b>Reflectorized Sheeting (for license plates), Dept. of Corrections, Michigan State Industries</b>	
CONTRACT PERIOD: From: <b>February 5, 2001</b> To: <b>February 5, 2006</b>	
TERMS <b>Net 30 Days</b>	SHIPMENT <b>As Required</b>
F.O.B. <b>Delivered</b>	SHIPPED FROM <b>Brownwood, TX</b>
MINIMUM DELIVERY REQUIREMENTS <b>One (1) Roll of 900 sq. ft.</b>	

**THIS CONTRACT IS EXTENDABLE TO LOCAL UNITS OF GOVERNMENT**

**NATURE OF CHANGE (S):**

Effective immediately, the Department of Natural Resources is hereby added to this contract. Also, new line items to Category B have been added to this contract per the attached.

All other terms, conditions, specifications and pricing remain unchanged.

**AUTHORITY/REASON:**

Per vendor and agency agreement.

**TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$24,642,509.52**

**CATEGORY B: Reflective Sheeting; Type II; Engineer Grade; Pressure Sensitive**

Colors as indicated below.

All prices are per square foot.

Available in ¾ inch wide rolls, and 1 inch to 48 inch wide rolls, in any 1 inch increment.

Rolls are available in lengths of 50 yards and 100 yards

**BRAND: 3M “Scotchlite”**

Item No.	Unit	Commodity	Description	Price Per Square Foot
1.	Sq. Ft.	801-49-82-1000	Silver. Blue R/S – 24” x 50 yds Product #: 3275	\$0.747
2.	Sq. Ft.	801-49-82-1005	Yellow. Green R/S - 24” x 50 yds Product #: 3277	\$0.747
3.	Sq. Ft.	801-49-82-1010	Red. Red R/S – 24” x 50 yds Product #: 3272	\$0.747
4.	Sq. Ft.	801-49-82-1015	Blue. White ½” x 50 yds ¾” x 50 yds 1/5” x 50 yds 30” x 50 yds Product #: 3290	\$0.747
5.	Sq. Ft.	801-49-82-1020	Green. Yellow R-S 24” x 50 yds Product #: 3271	\$0.747
6.	Sq. Ft.	801-49-82-1030	Brown. Brown R/S 24” x 50 yds 36” x 50 yds 48” x 50 yds Product #: 3279	\$0.747
7.	Sq. Ft.	801-49-82-1030	Brown. Product #: 1484	\$0.747
8.	Sq. Ft.	801-49-82-1035	Brown. Product #: 3273	\$0.747

STATE OF MICHIGAN  
 DEPARTMENT OF MANAGEMENT AND BUDGET  
 ACQUISITION SERVICES  
 P.O. BOX 30026, LANSING, MI 48909  
 OR  
 530 W. ALLEGAN, LANSING, MI 48933

November 15, 2004

**CHANGE NOTICE NO. 4**  
**TO**  
**CONTRACT NO. 071B1001310**  
**between**  
**THE STATE OF MICHIGAN**  
**and**

NAME & ADDRESS OF VENDOR <b>Minnesota Mining Manufacturing</b> <b>3M Traffic Control Materials Division</b> <b>3M Center</b> <b>P.O. Box 33225, Bldg. 225 55 08</b> <b>St. Paul, MN 55133-3225</b>  <b>djohnson1@mmm.com</b>	TELEPHONE Dennis J. Johnson <b>800-553-1380 ext 2</b>
	VENDOR NUMBER/MAIL CODE
	BUYER/CA (517) 241-4225 <b>Jennifer Hundt</b>
Contract Compliance Inspector: Grazina Giroux <b>Reflectorized Sheeting (for license plates), Dept. of Corrections, Michigan State Industries</b>	
CONTRACT PERIOD: From: <b>February 5, 2001</b> To: <b>February 5, 2006</b>	
TERMS <b>Net 30 Days</b>	SHIPMENT <b>As Required</b>
F.O.B. <b>Delivered</b>	SHIPPED FROM <b>Brownwood, TX</b>
MINIMUM DELIVERY REQUIREMENTS <b>One (1) Roll of 900 sq. ft.</b>	

**THIS CONTRACT IS EXTENDABLE TO LOCAL UNITS OF GOVERNMENT**

**NATURE OF CHANGE (S):**

**Attached is information regarding the new Ensure mark reflective sheeting material.**

**PLEASE NOTE: The buyer has been CHANGED to Jennifer Hundt.**

**All other terms, conditions, specifications and pricing remain unchanged.**

**Warranty:**

If at any time during the specified performance life of the reflective material provided, a one half of one percent sample of clean, rear plates produced from a given production run (identified by the integral warranty mark) reveals that 10 percent or more of that sample are found to be defective in visual or brightness performance requirements as defined herein, the vendor shall be responsible for replacement of all plates manufactured from that specific lot of material.

The sheeting manufacturer shall be responsible for all replacement costs associated with a specific lot; a maximum liability assessment of \$5.00 per plate will be invoked for failed plates associated with a specific lot. Reimbursement of the State shall be in dollars and/or materials equal to the assessed damage, at the State's discretion.

**Warranty Emblem:**

The sheeting shall be imaged with directional, integral warranty emblems so as to be traceable to the specific manufacturer's production run numbers from which the material originated.

To assure effective identification, the warranty emblems shall be of a design mutually agreed upon by the State and the sheeting manufacturer. The manufacturer may vary the number, design and placement of the marks for different sizes of license plate sizes.

The warranty emblems shall be verifiable on a license plate once properly affixed to the vehicle's designated mounting area, from an approximate head-on distance of six (6) feet; security marks shall not be observable at 2 feet or 20 feet or when the viewer steps to one side from the head-on viewing position so as not to compete or conflict with vital plate information.

The warranty emblems shall be verifiable under both ambient light and retroreflected light at night, shall not interfere or conflict with the plate design or aesthetics, and shall not alter sheeting colors or reduce sheeting brightness below specified levels.

**Virtual Security Thread:**

The retroreflective sheeting shall also have a virtual security thread that runs vertically through standard vehicle registration plates for purposes of security and anti-counterfeiting in accordance with these specifications. The virtual security thread shall consist of two sinusoidal waves where one wave appears to float above and one wave appears to float below the security marks of the retroreflective sheeting. The virtual security thread shall be durable for the service life of the license plate.

The virtual security thread shall be verifiable under both daylight and retroreflected light, shall not interfere or conflict with the plate legibility, and shall not reduce sheeting brightness below minimum specified brightness levels when measured in accordance with ASTM E 808 and ASTM E 809.

The virtual security thread shall be visible in the unprinted areas of the plate from within a standard police vehicle under high beam headlight illumination, as well as outside of the vehicle, on a license plate properly affixed to the vehicle's designated mounting area, from an approximate distance of 0 to 50 feet (0 to 15 meters) at a head-on viewing angle. The two sinusoidal wave images shall be visibly distinct from an approximate distance of 0 to 20 feet (0 to 6 meters). The virtual security thread shall not be visible when viewed at an angle greater than 45 degrees from the head-on viewing position.

Form No. DMB 234A (Rev. 1/96)  
 AUTHORITY: Act 431 of 1984  
 COMPLETION: Required  
 PENALTY: Failure to deliver in accordance with Contract  
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 in default of Contract

STATE OF MICHIGAN  
 DEPARTMENT OF MANAGEMENT AND BUDGET  
 ACQUISITION SERVICES  
 P.O. BOX 30026, LANSING, MI 48909  
 OR  
 530 W. ALLEGAN, LANSING, MI 48933

November 15, 2002

**CHANGE NOTICE NO. 3 (REVISED)**

**TO**

**CONTRACT NO. 071B1001310**

**between**

**THE STATE OF MICHIGAN**

**and**

NAME & ADDRESS OF VENDOR <b>Minnesota Mining Manufacturing</b> <b>3M Traffic Control Materials Division</b> <b>3M Center</b> <b>P.O. Box 33225, Bldg. 225 55 08</b> <b>St. Paul, MN 55133-3225</b>	TELEPHONE Dennis J. Johnson <b>(651) 733-0582</b>
	VENDOR NUMBER/MAIL CODE
	BUYER (517) 373-0305 <b>Jeffrey A. White</b>
Contract Administrator: Grazina Giroux <b>Reflectorized Sheeting (for license plates), Dept. of Corrections, Michigan State Industries</b>	
CONTRACT PERIOD: From: <b>February 5, 2001</b> To: <b>February 5, 2006</b>	
TERMS <b>Net 30 Days</b>	SHIPMENT <b>As Required</b>
F.O.B. <b>Delivered</b>	SHIPPED FROM <b>Brownwood, TX</b>
MINIMUM DELIVERY REQUIREMENTS <b>One (1) Roll of 900 sq. ft.</b>	

**THIS CONTRACT IS EXTENDABLE TO LOCAL UNITS OF GOVERNMENT**

**NATURE OF CHANGE (S):**

**Please be advised commodity codes have been corrected in Category B.**

**CATEGORY A:** - **Reflective Sheeting; Type III; High Intensity; Heat Activated.**

- Colors are as indicated below.
- All prices are per square foot.
- Available in 1 inch to 48 inch wide rolls, in any 1 inch increment.
- Rolls are available in lengths of 50 yards and 100 yards.

**BRAND:** 3M "Scotchlite"

<b>Item No.</b>	<b>Unit</b>	<b><u>Commodity</u></b>	<b>Description</b>	<b>Price Per Square Foot</b>
1.	Sq.Ft.	801-49-88-1000	Silver. <b><u>Product #: 2870</u></b>	\$1.95
2.	Sq.Ft.	801-49-88-1005	Yellow. <b><u>Product #: 2871</u></b>	\$1.95
3.	Sq.Ft.	801-49-88-1010	Red. <b><u>Product #: 2872</u></b>	\$1.95
4.	Sq.Ft.	801-49-88-1015	Blue. <b><u>Product #: 2875</u></b>	\$1.95
5.	Sq.Ft.	801-49-88-1020	Green. <b><u>Product #: 2877</u></b>	\$1.95
6.	Sq.Ft.	801-49-88-1025	Brown. <b><u>Product #: 2879</u></b>	\$1.95

**CATEGORY B:** - **Reflective Sheeting; Type III; High Intensity; Pressure Sensitive.**

- Colors are as indicated below.
- All prices are per square foot.
- Available in 3/4 inch wide rolls, and 1 inch to 48 inch wide rolls, in any 1-inch increment.
- Rolls are available in lengths of 50 yards and 100 yards.

**BRAND:** 3M "Scotchlite"

<b>Item No.</b>	<b>Unit</b>	<b><u>Commodity</u></b>	<b>Description</b>	<b>Price Per Square Foot</b>
1.	Sq.Ft.	801-49-73-9080	Silver. <b><u>Product #: 3870</u></b>	\$1.95
2.	Sq.Ft.	801-49-73-9106	Yellow. <b><u>Product #: 3871</u></b>	\$1.95
3.	Sq.Ft.	801-49-73-9064	Red. <b><u>Product #: 3872</u></b>	\$1.95
4.	Sq.Ft.	801-49-73-9007	Blue. <b><u>Product #: 3875</u></b>	\$1.95
5.	Sq.Ft.	801-49-73-9049	Green. <b><u>Product #: 3877</u></b>	\$1.95
6.	Sq.Ft.	801-49-73-9023	Brown. <b><u>Product #: 3879</u></b>	\$1.95

Form No. DMB 234A (Rev. 1/96)  
 AUTHORITY: Act 431 of 1984  
 COMPLETION: Required  
 PENALTY: Failure to deliver in accordance with Contract  
 terms and conditions and this notice, may be considered  
 in default of Contract

STATE OF MICHIGAN  
 DEPARTMENT OF MANAGEMENT AND BUDGET  
 ACQUISITION SERVICES  
 P.O. BOX 30026, LANSING, MI 48909  
 OR  
 530 W. ALLEGAN, LANSING, MI 48933

October 25, 2002

**CHANGE NOTICE NO. 3**  
**TO**  
**CONTRACT NO. 071B1001310**  
**between**  
**THE STATE OF MICHIGAN**  
**and**

NAME & ADDRESS OF VENDOR <b>Minnesota Mining Manufacturing</b> <b>3M Traffic Control Materials Division</b> <b>3M Center</b> <b>P.O. Box 33225, Bldg. 225 55 08</b> <b>St. Paul, MN 55133-3225</b>	TELEPHONE Dennis J. Johnson <b>(651) 733-0582</b>
	VENDOR NUMBER/MAIL CODE
	BUYER (517) 373-0305 <b>Jeffrey A. White</b>
Contract Administrator: Grazina Giroux <b>Reflectorized Sheeting (for license plates), Dept. of Corrections, Michigan State Industries</b>	
CONTRACT PERIOD: From: <b>February 5, 2001</b> To: <b>February 5, 2006</b>	
TERMS <b>Net 30 Days</b>	SHIPMENT <b>As Required</b>
F.O.B. <b>Delivered</b>	SHIPPED FROM <b>Brownwood, TX</b>
MINIMUM DELIVERY REQUIREMENTS <b>One (1) Roll of 900 sq. ft.</b>	

**THIS CONTRACT IS EXTENDABLE TO LOCAL UNITS OF GOVERNMENT**

**NATURE OF CHANGE (S):**

**Please be advised that due to current market conditions prices on the following categories have been DECREASED:**

**Type III High Intensity Grade Reflective Sheeting (Cat. A, B, E, and F) (Page No. 5 & 7)**

**AUTHORITY/REASON:**

**Per request of agency (Mark W. Bott, P.E.) and agreement from vendor (Dennis J. Johnson) and approval from DMB/OOP.**

**TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$24,642,509.52**

Contract No. 071B1001310

Change No. 3

## REFLECTIVE SHEETING, TYPE III, HIGH INTENSITY SPECIFICATIONS AND ITEM LISTING

**CATEGORY A:** - Reflective Sheeting; Type III; High Intensity; Heat Activated.

- 
- Colors are as indicated below.
- All prices are per square foot.
- Available in 1 inch to 48 inch wide rolls, in any 1 inch increment.
- Rolls are available in lengths of 50 yards and 100 yards.

**BRAND:** 3M "Scotchlite"

Item No.	Unit	Commodity	Description	Price Per Square Foot
1.	Sq.Ft.	801-49-88-1000	Silver. <b>Product #: 2870</b>	\$1.49
2.	Sq.Ft.	801-49-88-1005	Yellow. <b>Product #: 2871</b>	\$1.49
3.	Sq.Ft.	801-49-88-1010	Red. <b>Product #: 2872</b>	\$1.49
4.	Sq.Ft.	801-49-88-1015	Blue. <b>Product #: 2875</b>	\$1.49
5.	Sq.Ft.	801-49-88-1020	Green. <b>Product #: 2877</b>	\$1.49
6.	Sq.Ft.	801-49-88-1025	Brown. <b>Product #: 2879</b>	\$1.49

**CATEGORY B:** - Reflective Sheeting; Type III; High Intensity; Pressure Sensitive

- 
- Colors are as indicated below.
- All prices are per square foot.
- Available in 1 inch to 48 inch wide rolls, in any 1 inch increment.
- Rolls are available in lengths of 50 yards and 100 yards.

**BRAND:** 3M "Scotchlite"

Item No.	Unit	Commodity	Description	Price Per Square Foot
1.	Sq.Ft.	801-49-88-1000	Silver. <b>Product #: 3870</b>	\$1.49
2.	Sq.Ft.	801-49-88-1005	Yellow. <b>Product #: 3871</b>	\$1.49
3.	Sq.Ft.	801-49-88-1010	Red. <b>Product #: 3872</b>	\$1.49
4.	Sq.Ft.	801-49-88-1015	Blue. <b>Product #: 3875</b>	\$1.49
5.	Sq.Ft.	801-49-88-1020	Green. <b>Product #: 3877</b>	\$1.49
6.	Sq.Ft.	801-49-88-1025	Brown. <b>Product #: 3879</b>	\$1.49

**Contract No. 071B1001310**  
**Change No. 3**

**CATEGORY E: -Reflective Sheeting; Super High Tack; Pressure Sensitive Adhesive.**

- 
- Circled worker symbol surface identification.
- For rigid substrate traffic control devices used in construction work zones.
- Colors are as indicated below.
- All prices are per square foot.
- Available in 1 inch to 48 inch wide rolls, in any 1 inch increment.
- Rolls are available in lengths of 50 yards and 100 yards.

**BRAND:** 3M "Scotchlite"

<b>Item No.</b>	<b>Unit</b>	<b>Commodity</b>	<b>Description</b>	<b>Price Per Square Foot</b>
1.	Sq.Ft.	801-49-93-1000	White. <b>Product #: 3820</b>	\$1.49
2.	Sq.Ft.	801-49-93-1005	Yellow. <b>Product #: 3821</b>	\$1.49
3.	Sq.Ft.	801-49-93-1010	Orange. <b>Product #: 3824</b>	\$1.49

**CATEGORY F: - Reflective Sheeting; High Intensity Grade 3860; Pressure Sensitive**

- 
- E.C. Film
- Series 1170 (punched).
- For use in electronic cutting devices.
- All prices are per square foot.
- Available in 15 inch and 30 inch wide rolls.
- Rolls are 50 yards in length.

**BRAND:** 3M "Scotchlite"

<b>Item No.</b>	<b>Unit</b>	<b>Commodity</b>	<b>Description</b>	<b>Price Per Square Foot</b>
1.	Sq.Ft.	801-49-93-1000	Yellow. <b>Product #: 3861</b>	\$1.49
2.	Sq.Ft.	801-49-93-1005	Red. <b>Product #: 3862</b>	\$1.49
3.	Sq.Ft.	801-49-93-1010	Orange. <b>Product #: 3864</b>	\$1.49
4.	Sq.Ft.	801-49-93-1015	Blue. <b>Product #: 3865</b>	\$1.49
5.	Sq.Ft.	801-49-93-1020	Green. <b>Product #: 3867</b>	\$1.49
6.	Sq.Ft.	801-49-93-1025	Black (opaque) <b>Product #: 1178</b>	\$1.49
7.	Sq.Ft.	801-49-93-1030	Brown. <b>Product #: 3869</b>	\$1.49
8.	Sq.Ft.	801-49-93-1035	Black (Scotchcal). <b>Product #: 7720-12</b>	\$0.9000



Form No. DMB 234A (Rev. 1/96)  
 AUTHORITY: Act 431 of 1984  
 COMPLETION: Required  
 PENALTY: Failure to deliver in accordance with Contract  
 terms and conditions and this notice, may be considered  
 in default of Contract

STATE OF MICHIGAN  
 DEPARTMENT OF MANAGEMENT AND BUDGET  
 OFFICE OF PURCHASING  
 P.O. BOX 30026, LANSING, MI 48909  
 OR  
 530 W. ALLEGAN, LANSING, MI 48933

May 15, 2002

**CHANGE NOTICE NO. 2**  
**TO**  
**CONTRACT NO. 071B1001310**  
**between**  
**THE STATE OF MICHIGAN**  
**and**

NAME & ADDRESS OF VENDOR <b>Minnesota Mining Manufacturing</b> <b>3M Traffic Control Materials Division</b> <b>3M Center</b> <b>P.O. Box 33225, Bldg. 225 55 08</b> <b>St. Paul, MN 55133-3225</b>	TELEPHONE Dennis J. Johnson <b>(651) 733-0582</b>
	VENDOR NUMBER/MAIL CODE
	BUYER (517) 373-0305 <b>Jeffrey A. White</b>
Contract Administrator: Grazina Giroux <b>Reflectorized Sheeting (for license plates), Dept. of Corrections, Michigan State Industries</b>	
CONTRACT PERIOD: From: <b>February 5, 2001</b> To: <b>February 5, 2006</b>	
TERMS <b>Net 30 Days</b>	SHIPMENT <b>As Required</b>
F.O.B. <b>Delivered</b>	SHIPPED FROM <b>Brownwood, TX</b>
MINIMUM DELIVERY REQUIREMENTS <b>One (1) Roll of 900 sq. ft.</b>	

**NATURE OF CHANGE (S):**

Please be advised that items previously available on State of Michigan Contract 071B7000612 are hereby added to this contract per the attached item listing. This consolidation will offer all the parties administrative efficiencies. All other terms, conditions, and specifications remain the same.

**AUTHORITY/REASON:**

This action was requested by the contractor with support from the two primary agency customers; Dept. of Transportation and Michigan State Industries.

**INCREASE: \$ 8,120,749.10**

**TOTAL REVISED ESTIMATED CONTRACT VALUE: \$ 24,642,509.52**

**REFLECTIVE SHEETING, TYPE II, ENGINEER GRADE  
SPECIFICATIONS AND ITEM LISTING**

**CATEGORY A:**

- **Reflective Sheeting; Type II; Engineer Grade; Heat Activated.**
- Colors are as indicated below.
- All prices are per square foot.
- Available in 1 inch to 48 inch wide rolls, in any 1 inch increment.
- Rolls are available in lengths of 50 yards and 100 yards.

**BRAND:** 3M "Scotchlite"

<b>Item No.</b>	<b>Unit</b>	<b>Commodity</b>	<b>Description</b>	<b>Price Per Square Foot</b>
1.	Sq.Ft.	801-49-80-1000	Silver. <b>Product #: 2275</b>	\$.747
2.	Sq.Ft.	801-49-80-1005	Yellow. <b>Product #: 2277</b>	\$.747
3.	Sq.Ft.	801-49-80-1010	Red. <b>Product #: 2272</b>	\$.747
4.	Sq.Ft.	801-49-80-1015	Blue. <b>Product #: 2290</b>	\$.747
5.	Sq.Ft.	801-49-80-1020	Green. <b>Product #: 2271</b>	\$.747
6.	Sq.Ft.	801-49-80-1025	Brown. <b>Product #: 2279</b>	\$.747
7.	Sq.Ft.	801-49-80-1030	Brown. <b>Product #: 1284</b>	\$.747

**CATEGORY B:**

- **Reflective Sheeting; Type II; Engineer Grade; Pressure Sensitive.**
- Colors are as indicated below.
- All prices are per square foot.
- Available in 3/4 inch wide rolls, and 1 inch to 48 inch wide rolls, in any 1 inch increment.
- Rolls are available in lengths of 50 yards and 100 yards.

**BRAND:** 3M "Scotchlite"

<b>Item No.</b>	<b>Unit</b>	<b>Commodity</b>	<b>Description</b>	<b>Price Per Square Foot</b>
1.	Sq.Ft.	801-49-82-1000	Silver. <b>Product #: 3275</b>	\$.747
2.	Sq.Ft.	801-49-82-1005	Yellow. <b>Product #: 3277</b>	\$.747
3.	Sq.Ft.	801-49-82-1010	Red. <b>Product #: 3272</b>	\$.747
4.	Sq.Ft.	801-49-82-1015	Blue. <b>Product #: 3290</b>	\$.747
5.	Sq.Ft.	801-49-82-1020	Green. <b>Product #: 3271</b>	\$.747
6.	Sq.Ft.	801-49-82-1025	Brown. <b>Product #: 3279</b>	\$.747
7.	Sq.Ft.	801-49-82-1030	Brown. <b>Product #: 1484</b>	\$.747
8.	Sq.Ft.	801-49-82-1035	Brown. <b>Product #: 3273</b>	\$.747

**REFLECTIVE SHEETING, TYPE II, ENGINEER GRADE  
SPECIFICATIONS AND ITEM LISTING**

**CATEGORY C:** - **Non-Reflective Sheeting; Heated Activated**

- Colors are as indicated below.
- All prices are per square foot.
- Available in 1 inch to 48-inch wide rolls, in any 1-inch increment.
- Rolls are available in lengths of 50 yards and 100 yards.

**BRAND:** 3M "Scotchcal"

<b>Item No.</b>	<b>Unit</b>	<b>Commodity</b>	<b>Description</b>	<b>Unit Price</b>
1.	Sq.Ft.	801-48-77-1000	Black. <b>Product #: 655</b>	\$ .9378
2.	Sq.Ft.	801-48-77-1005	White. <b>Product #: 650</b>	\$ .9378

**CATEGORY D:** - **Non- Reflective Sheeting; Pressure Sensitive.**

- Colors are as indicated below.
- All prices are per square foot.
- Available in 1 inch to 48-inch wide rolls, in any 1 inch increment.
- Rolls are available in lengths of 50 yards and 100 yards.

**BRAND:** 3M "Scotchcal"

<b>Item No.</b>	<b>Unit</b>	<b>Commodity</b>	<b>Description</b>	<b>Unit Price</b>
1.	Sq.Ft.	801-48-75-1000	Black. <b>Product #: 3655</b>	\$ .6138
2.	Sq.Ft.	801-48-75-1005	White. <b>Product #: 3650</b>	\$ .6138
3.	Sq.Ft.	801-48-75-1010	Red. <b>Product #: 3652</b>	\$ .7128
4.	Sq.Ft.	801-48-75-1015	Red. <b>Product #: 3669</b>	\$ .6138

**REFLECTIVE SHEETING, TYPE II, ENGINEER GRADE  
SPECIFICATIONS AND ITEM LISTING**

- CATEGORY E:** - Sign Border Material; Non-Reflective; Black.  
 - All prices are per roll.  
 - Available in the roll sizes indicated below.  
**BRAND:** 3M "Scotchcal"

<b>Item No.</b>	<b>Unit</b>	<b>Commodity</b>	<b>Description</b>	<b>Price Per Square Foot</b>
1.	ROLL	801-48-79-1000	3/8" x 50 yards. <b>Product #: 3655</b>	\$3.42
2.	ROLL	801-48-79-1005	9/16" x 50 yards. <b>Product #: 3655</b>	\$5.00
3.	ROLL	801-48-79-1010	3/4" x 50 yards. <b>Product #: 3655</b>	\$6.57
4.	ROLL	801-48-79-1015	7/8" x 50 yards. <b>Product #: 3655</b>	\$7.65
5.	ROLL	801-48-79-1020	1 1/4" x 50 yards. <b>Product #: 3655</b>	\$10.53
6.	ROLL	801-48-79-1025	1 1/2" x 50 yards. <b>Product #: 3655</b>	\$12.63

- CATEGORY F:** - Sign Border Material; Reflective; Type II, Engineer Grade;  
 Pressure Sensitive.  
 - All prices are per roll.  
 - Available in the roll sizes indicated below.  
**BRAND:** 3M "Scotchlite"

<b>Item No.</b>	<b>Unit</b>	<b>Commodity</b>	<b>Description</b>	<b>Price Per Square Foot</b>
1.	ROLL	801-49-79-9001	1 1/4" x 50 yards. <b>Product #: 3690</b>	\$11.67

- CATEGORY G:** - Barricade Sheeting; Type II, Engineer Grade; Pressure Sensitive;  
 Orange with Silver.  
 - All prices are per roll.  
 - Available in the roll sizes indicated below.  
**BRAND:** 3M "Scotchlite"

<b>Item No.</b>	<b>Unit</b>	<b>Commodity</b>	<b>Description</b>	<b>Price Per Square Foot</b>
1.	ROLL	801-49-79-9027	10" x 50 yards; Right. <b>Product #: 14-4R/14-6R</b>	\$93.37
2.	ROLL	801-49-79-9043	10" x 50 yards; Left. <b>Product #: 14-4L/14-6L</b>	\$93.37

**REFLECTIVE SHEETING, TYPE II, ENGINEER GRADE  
SPECIFICATIONS AND ITEM LISTING**

**CATEGORY H:**

**- Process Color Inks.**

- Compatible with Type II Reflective Sheeting indicated in Categories A and B.
- Colors are as indicated below.
- All prices are for the container size indicated size indicated for each item below.

**BRAND: 3M "Scotchlite"**

<b>Item No.</b>	<b>Unit</b>	<b>Commodity</b>	<b>Description</b>	<b>Price Per Square Foot</b>
1.	GALLON	801-54-46-1000	Red. <b>Product #: 701</b>	\$106.15
2.	GALLON	801-54-46-1005	Black (Opaque). <b>Product #: 705</b>	\$72.75
3.	GALLON	801-54-46-1010	Green. <b>Product #: 708</b>	\$74.95
4.	GALLON	801-54-46-1015	Thinner. <b>Product #: 711</b>	\$38.05
5.	GALLON	801-54-46-1020	Traffic Sign Red. <b>Product #: 712</b>	\$190.80
6.	GALLON	801-54-46-1025	Warning Yellow. <b>Product #: 714</b>	\$123.95
7.	GALLON	801-54-46-1030	Interstate Blue. <b>Product #: 715</b>	\$71.80
8.	GALLON	801-54-46-1035	Brown. <b>Product #: 717</b>	\$107.85
9.	GALLON	801-54-46-1040	Edge Sealer. <b>Product #: 735</b>	\$9.20
10.	GALLON	801-54-46-1045	Edge Sealer. <b>Product #: 735</b>	\$16.85

**REFLECTIVE SHEETING, TYPE III, HIGH INTENSITY  
SPECIFICATIONS AND ITEM LISTING**

**CATEGORY A: - Reflective Sheeting; Type III; High Intensity; Heat Activated.**

- Colors are as indicated below.
- All prices are per square foot.
- Available in 1 inch to 48 inch wide rolls, in any 1 inch increment.
- Rolls are available in lengths of 50 yards and 100 yards.

**BRAND:** 3M "Scotchlite"

<b>Item No.</b>	<b>Unit</b>	<b><u>Commodity</u></b>	<b>Description</b>	<b>Price Per Square Foot</b>
1.	Sq.Ft.	801-49-88-1000	Silver. <b>Product #: 2870</b>	\$1.95
2.	Sq.Ft.	801-49-88-1005	Yellow. <b>Product #: 2871</b>	\$1.95
3.	Sq.Ft.	801-49-88-1010	Red. <b>Product #: 2872</b>	\$1.95
4.	Sq.Ft.	801-49-88-1015	Blue. <b>Product #: 2875</b>	\$1.95
5.	Sq.Ft.	801-49-88-1020	Green. <b>Product #: 2877</b>	\$1.95
6.	Sq.Ft.	801-49-88-1025	Brown. <b>Product #: 2879</b>	\$1.95

**CATEGORY B: - Reflective Sheeting; Type III; High Intensity; Pressure Sensitive.**

- Colors are as indicated below.
- All prices are per square foot.
- Available in 3/4 inch wide rolls, and 1 inch to 48 inch wide rolls, in any 1-inch increment.
- Rolls are available in lengths of 50 yards and 100 yards.

**BRAND:** 3M "Scotchlite"

<b>Item No.</b>	<b>Unit</b>	<b><u>Commodity</u></b>	<b>Description</b>	<b>Price Per Square Foot</b>
1.	Sq.Ft.	801-49-73-9080	Silver. <b>Product #: 3870</b>	\$1.95
2.	Sq.Ft.	801-49-73-9106	Yellow. <b>Product #: 3871</b>	\$1.95
3.	Sq.Ft.	801-49-73-9064	Red. <b>Product #: 3872</b>	\$1.95
4.	Sq.Ft.	801-49-73-9007	Blue. <b>Product #: 3875</b>	\$1.95
5.	Sq.Ft.	801-49-73-9049	Green. <b>Product #: 3877</b>	\$1.95
6.	Sq.Ft.	801-49-73-9023	Brown. <b>Product #: 3879</b>	\$1.95

**REFLECTIVE SHEETING, TYPE III, HIGH INTENSITY  
SPECIFICATIONS AND ITEM LISTING**

- CATEGORY C:** - **Reflective Sheeting; Pressure Sensitive Adhesive; Flexible.**
- Colors are as indicated below.
  - All prices are per square foot.
  - Available in 1 inch to 48-inch wide rolls, in any 1 inch increment.
  - Rolls are available in lengths of 50 yards and 100 yards.

**BRAND:** 3M "Scotchlite"

<b>Item No.</b>	<b>Unit</b>	<b>Commodity</b>	<b>Description</b>	<b>Unit Price</b>
1.	Sq.Ft.	801-49-91-1000	Black. <b>Product #: 580-85</b>	\$2.4624
2.	Sq.Ft.	801-49-91-1005	Blue. <b>Product #: 580-76</b>	\$2.4624
3.	Sq.Ft.	801-49-91-1010	Gold. <b>Product #: 580-64</b>	\$2.4624
4.	Sq.Ft.	801-49-91-1015	Green. <b>Product #: 580-77</b>	\$2.4624
5.	Sq.Ft.	801-49-91-1020	Orange. <b>Product #: 580-14</b>	\$2.4624
6.	Sq.Ft.	801-49-91-1025	Red. <b>Product #: 580-72</b>	\$2.4624
7.	Sq.Ft.	801-49-91-1030	Ruby Red. <b>Product #: 580-82</b>	\$2.4624
8.	Sq.Ft.	801-49-91-1035	Yellow. <b>Product #: 580-71</b>	\$2.4624
9.	Sq.Ft.	801-49-91-1040	Lemon Yellow. <b>Product #: 580-81</b>	\$2.4624

- CATEGORY D:** - **Reflective Sheeting; High Intensity; Flexible; Super High Tack; Pressure Sensitive.**
- For reboundable plastic substrate traffic control devices.
  - Color are also indicated below.
  - All prices are per square foot.
  - Available in 1 inch to 48-inch wide rolls, in any 1-inch increment.
  - Rolls are available in lengths of 50 yards and 100 yards.

**BRAND:** 3M "Scotchlite"

<b>Item No.</b>	<b>Unit</b>	<b>Commodity</b>	<b>Description</b>	<b>Unit Price</b>
1.	Sq.Ft.	801-49-93-1000	White. <b>Product #: 38101</b>	\$4.608
2.	Sq.Ft.	801-49-93-1005	Yellow. <b>Product #: 38111</b>	\$4.608
3.	Sq.Ft.	801-49-93-1010	Yellow. <b>Product #: 38141</b>	\$4.608

**REFLECTIVE SHEETING, TYPE III, HIGH INTENSITY  
SPECIFICATIONS AND ITEM LISTING**

- CATEGORY E:**   **-Reflective Sheeting; Super High Tack; Pressure Sensitive Adhesive.**
- Circled worker symbol surface identification.
  - For rigid substrate traffic control devices used in construction work zones.
  - Colors are as indicated below.
  - All prices are per square foot.
  - Available in 1 inch to 48-inch wide rolls, in any 1 inch increment.
  - Rolls are available in lengths of 50 yards and 100 yards.
- BRAND:**             **3M “Scotchlite”**

<b>Item No.</b>	<b>Unit</b>	<b>Commodity</b>	<b>Description</b>	<b>Price Per Square Foot</b>
1.	Sq.Ft.	801-49-92-1000	White. <b>Product #: 3820</b>	\$1.95
2.	Sq.Ft.	801-49-92-1005	Yellow. <b>Product #: 3821</b>	\$1.95
3.	Sq.Ft.	801-49-92-1010	Orange. <b>Product #: 3824</b>	\$1.95

- CATEGORY F:**   **- Reflective Sheeting; High Intensity Grade 3860; Pressure Sensitive**
- E.C. Film
  - Series 1170 (punched).
  - For use in electronic cutting devices.
  - All prices are per square foot.
  - Available in 15 inch and 30 inch wide rolls.
  - Rolls are 50 yards in length.
- BRAND:**             **3M “Scotchlite”**

<b>Item No.</b>	<b>Unit</b>	<b>Commodity</b>	<b>Description</b>	<b>Price Per Square Foot</b>
1.	Sq.Ft.	801-49-94-1000	Yellow. <b>Product #: 3861</b>	\$1.95
2.	Sq.Ft.	801-49-94-1005	Red. <b>Product #: 3862</b>	\$1.95
3.	Sq.Ft.	801-49-94-1010	Orange. <b>Product #: 3864</b>	\$1.95
4.	Sq.Ft.	801-49-94-1015	Blue. <b>Product #: 3865</b>	\$1.95
5.	Sq.Ft.	801-49-94-1020	Green. <b>Product #: 3867</b>	\$1.95
6.	Sq.Ft.	801-49-94-1025	Black (opaque) <b>Product #: 1178</b>	\$1.95
7.	Sq.Ft.	801-49-94-1030	Brown. <b>Product #: 3869</b>	\$1.95
8.	Sq.Ft.	801-49-94-1035	Black (Scotchcal). <b>Product #: 7720-12</b>	\$0.9000

**REFLECTIVE SHEETING, TYPE III, HIGH INTENSITY  
SPECIFICATIONS AND ITEM LISTING**

**CATEGORY G:** - **Sign Border Material; Pressure Sensitive; Black.**

- All prices are per roll.
- Available in the roll sizes indicated below.

**BRAND:** 3M "Scotchcal"

<b>Item No.</b>	<b>Unit</b>	<b>Commodity</b>	<b>Description</b>	<b>Price Per Square Foot</b>
1.	ROLL	801-49-95-1000	5/8" x 50 yards. <b>Product #: 3655</b>	\$5.72
2.	ROLL	801-49-95-1005	3/4" x 50 yards. <b>Product #: 3655</b>	\$6.57
3.	ROLL	801-49-95-1010	7/8" x 50 yards. <b>Product #: 3655</b>	\$7.65
4.	ROLL	801-49-95-1015	1 1/4" x 50 yards. <b>Product #: 3655</b>	\$10.53
5.	ROLL	801-49-95-1020	24" x 50 yards. <b>Product #: 3655</b>	\$190.08

**CATEGORY H:** - **Slip Sheeting; Perforated.**

- Used in the fabrication process of traffic signs.
- Slip sheeting is provided at NO CHANGE when ordered with reflective sheeting. However the price indicated below applies to orders for additional slip sheeting.
- The price is per square foot.
- Available in 1 inch to 48-inch wide rolls, in any 1-inch increment.
- Rolls are available in lengths of 50 yards and 100 yards.

**BRAND:** 3M "Scotchlite"

<b>Item No.</b>	<b>Unit</b>	<b>Commodity</b>	<b>Description</b>	<b>Price Per Square Foot</b>
1.	Sq. Ft.	801-49-96-1000	Slip Sheeting. <b>Product #: SCW-82</b>	\$.0891

**REFLECTIVE SHEETING, TYPE III, HIGH INTENSITY  
SPECIFICATIONS AND ITEM LISTING**

**CATEGORY I: - Process Color Inks and Thinners.**

- Compatible with Type III Reflective Sheeting indicated in categories A and B.
- Colors are as indicated below.
- Process colors inks and thinners are provided at NO CHARGE when ordered with reflective sheeting.

**BRAND: 3M "Scotchlite"**

<b>Item No.</b>	<b>Unit</b>	<b>Commodity</b>	<b>Description</b>	<b>Price Per Square Foot</b>
1.	GALLON	801-54-48-1000	Thinner; Regular Dry. <b>Product #: 841</b>	\$No Charge
2.	GALLON	801-54-48-1005	Black (Opaque); Regular Dry. <b>Product #: 845</b>	\$No Charge
3.	GALLON	801-54-48-1010	Traffic Sign Red; Rapid Dry <b>Product #: 882</b>	\$No Charge
4.	GALLON	801-54-48-1015	Clear; Rapid Dry. <b>Product #: 880</b>	\$No Charge
5.	GALLON	801-54-48-1020	Thinner; Rapid Dry. <b>Product #: 891</b>	\$No Charge
6.	GALLON	801-54-48-1025	Green; Rapid Dry. <b>Product #: 888</b>	\$No Charge
7.	GALLON	801-54-48-1030	Black (Opaque); Rapid Dry. <b>Product #: 885</b>	\$No Charge
8.	GALLON	801-54-48-1035	Interstate Blue; Rapid Dry. <b>Product #: 883</b>	\$No Charge
9.	GALLON	801-54-48-1040	Brown; Rapid Dry. <b>Product #: 887</b>	\$No Charge

**CATEGORY J: - Miscellaneous Items.**

- All prices are for the package size indicated in each individual item description.

<b>Item No.</b>	<b>Unit</b>	<b>Commodity</b>	<b>Description</b>	<b>Price Per Square Foot</b>
1.	CASE	801-49-96-1005	Delineator: Type III; .063 aluminum; 4" x 8"; Silver; Used on hazardous curves. <b>Product #: SGSD-48</b> Quantity per case: <u>100</u>	\$210.95
2.	CASE	801-49-96-1010	Codit; Liquid; Yellow; Reflective paint used for delineation of bridge piers and curb noses. <b>Product #: 7211</b> Quantity per case: <u>100</u>	\$432.00
3.	EACH	801-49-96-1015	Diaphragm; Rubber; 5' x 12'' Used in vacuum heat applicator. <b>Product #: 887</b>	\$1156.90
4.	EACH	801-54-	Nylon Washer; 1/16" thick; 1/8" inner diameter; 7/8" outer diameter; Used in the erection of high intensity traffic signs; Provided at <u>NO CHARGE</u> when ordered with reflective sheeting. However, this price applies to orders for additional nylon washers.	\$.0486

**REFLECTIVE SHEETING, DIAMOND GRADE  
SPECIFICATIONS AND ITEM LISTING**

**CATEGORY A:** - Reflective Sheeting; Construction Work Zone; Diamond Grade;  
Durable Fluorescent.

- Pressure Sensitive.
- Colors are fluorescent orange.
- Available in the “orientations” indicated below
- All prices are per square foot.
- Available in 1 inch to 36-inch wide rolls, in any 1 inch increment.
- Rolls are available in lengths of 50 yards and 100 yards.

**BRAND:** 3M “Scotchlite”

<b>Item No.</b>	<b>Unit</b>	<b><u>Commodity</u></b>	<b>Description</b>	<b>Price Per Square Foot</b>
1.	Sq.Ft.	801-49-40-1000	45-degree orientation for diamond shaped signs. <b>Product #: 3924 F</b>	\$4.50
2.	Sq.Ft.	801-49-40-1005	Vertical orientation for square or rectangle shaped signs. <b>Product #: 3924 G</b>	\$4.50

**CATEGORY B:** - Reflective Sheeting; Construction Work Zone; Diamond Grade;  
Durable Fluorescent;

- Pressure Sensitive.
- Screen ready sheets.
- Colors are fluorescent orange.
- Available in the “orientations” indicated below
- All prices are per square foot.
- Available in 10” x 10” to 60” x 60” sheet sizes, in any 1 inch increment.
- Minimum order is 5 (five) identical sheet sizes.
- Sheets over 36 inches in width will have splices.

**BRAND:** 3M “Scotchlite”

<b>Item No.</b>	<b>Unit</b>	<b><u>Commodity</u></b>	<b>Description</b>	<b>Price Per Square Foot</b>
1.	Sq.Ft.	801-49-42-1000	45-degree orientation for diamond shaped signs. <b>Product #: 3924 F</b>	\$4.50
2.	Sq.Ft.	801-49-42-1005	Vertical orientation for square or rectangle shaped signs. <b>Product #: 3924 G</b>	\$4.50
3.	Sq.Ft.	801-49-42-1010	Vertical orientation for “No Passing Zone” signs. <b>Product #: 3924 G</b>	\$5.14

**REFLECTIVE SHEETING, DIAMOND GRADE  
SPECIFICATIONS AND ITEM LISTING**

**CATEGORY C:**    - **Reflective Sheeting; Durable; Diamond Grade; Pressure Sensitive; Vertical Orientation.**

- Colors are as indicated below.
- All prices are per square foot.
- Available in 1 inch to 36-inch wide rolls, in any 1-inch increment.
- Rolls are available in lengths of 50 yards and 100 yards.

**BRAND:**          **3M “Scotchlite”**      

<b>Item No.</b>	<b>Unit</b>	<b>Commodity</b>	<b>Description</b>	<b>Unit Price</b>
1.	Sq.Ft.	801-49-44-1000	White. <b>Product #: 3970 G</b>	\$4.2516
2.	Sq.Ft.	801-49-44-1005	Yellow. <b>Product #: 3971 G</b>	\$4.2516
3.	Sq.Ft.	801-49-44-1010	Red. <b>Product #: 3972 G</b>	\$4.2516
4.	Sq.Ft.	801-49-44-1015	Blue. <b>Product #: 3975 G</b>	\$4.2516
5.	Sq.Ft.	801-49-44-1020	Orange. <b>Product #: 3984 G</b>	\$4.752

**CATEGORY D:**    - **Reflective Sheeting; Durable; Diamond Grade; Pressure Sensitive.**

- Screen ready sheets.
- Color is orange.
- Available in the “orientations” indicated below.
- All prices are per square foot.
- Available in 10” x 10” to 60” x 60” sheet sizes, in any 1 inch increment.
- Minimum order is 5 (five) identical sheet sizes.
- Sheets over 36 inches in width will have splices.

**BRAND:**          **3M “Scotchlite”**      

<b>Item No.</b>	<b>Unit</b>	<b>Commodity</b>	<b>Description</b>	<b>Unit Price</b>
1.	Sq.Ft.	801-49-46-1000	45-degree orientation for diamond or triangular shaped signs. <b>Product #: 3984 G</b>	\$4.76
2.	Sq.Ft.	801-49-46-1005	Vertical orientation for square or rectangular shaped signs. <b>Product #: 3984G</b>	\$4.50

**REFLECTIVE SHEETING, DIAMOND GRADE  
SPECIFICATIONS AND ITEM LISTING**

**CATEGORY E: - Reflective Sheeting; Durable; Diamond Grade; Pressure Sensitive.**

- Orange and White barracade facing.
- Screen ready sheets.
- All prices are per sheet.
- Available in the “sheet sizes” indicated below.
- Available in the “stripe widths” indicated below.
- Available in the “mounts” (direction of striping) indicated below.

**BRAND:** 3M “Scotchlite”

<b>Item No.</b>	<b>Unit</b>	<b>Commodity</b>	<b>Description</b>	<b>Unit Price</b>
1.	SHEET	801-49-48-1000	6” x 36” sheet size; 4” stripe width; Left side mount. <b>Product #: 394 L-6</b>	\$7.95
2.	SHEET	801-49-48-1005	6” x 36” sheet size; 4” stripe width; Right side mount. <b>Product #: 394 R-6</b>	\$7.95
3.	SHEET	801-49-48-1010	8” x 36” sheet size; 4” stripe width; Left side mount. <b>Product #: 394 L-8</b>	\$10.35
4.	SHEET	801-49-48-1015	8” x 36” sheet size; 4” stripe width; Right side mount. <b>Product #: 394 R-8</b>	\$10.35
5.	SHEET	801-49-48-1020	6” x 36” sheet size; 6” stripe width; Left side mount. <b>Product #: 396 L-6</b>	\$7.95
6.	SHEET	801-49-48-1025	6” x 36” sheet size; 6” stripe width; Right side mount. <b>Product #: 39 R-6</b>	\$7.95
7.	SHEET	801-49-48-1030	8” x 36” sheet size; 6” stripe width; Left side mount. <b>Product #: 396 L-8</b>	\$10.35
8.	SHEET	801-49-48-1035	8” x 36” sheet size; 6” stripe width; Right side mount. <b>Product #: 396 L-8</b>	\$10.35
9.	SHEET	801-49-48-1040	10” x 36” sheet size; 6” stripe width; Left side mount. <b>Product #: 396 L-10</b>	\$13.10
10.	SHEET	801-49-48-1045	10” x 36” sheet size; 6” stripe width; Right side mount. <b>Product #: 396 R-10</b>	\$13.10
11.	SHEET	801-49-48-1050	12” x 36” sheet size; 6” stripe width; Left side mount. <b>Product #: 396 L-12</b>	\$15.45
12.	SHEET	801-49-48-1055	12” x 36” sheet size; 6” stripe width; Right side mount. <b>Product #: 396 R-12</b>	\$15.45

**PAVEMENT MARKING TAPE  
SPECIFICATIONS AND ITEM LISTING**

**CATEGORY A:** - Pavement Marking Tape; Durable; Without liner; Bisymmetric; Highly Reflective; 1.75 grade.

- Colors are as indicated below.
- All prices are per square foot.
- Available in 1 inch to 48-inch wide rolls, in any 1-inch increment.
- Rolls are available in lengths of 50 yards and 300 yards.

**BRAND:** 3M "Stamark"

<b>Item No.</b>	<b>Unit</b>	<b><u>Commodity</u></b>	<b>Description</b>	<b>Price Per Square Foot</b>
1.	Sq.Ft.	832-48-54-1000	White. <b>Product #: A320</b>	Discontinued
2.	Sq.Ft.	832-48-54-1005	Yellow. <b>Product #: A321</b>	\$1.8801

**CATEGORY B:** - Pavement Marking Tape; Durable; With liner; Bisymmetric; Highly Reflective; 1.75 grade.

- Colors are as indicated below.
- All prices are per square foot.
- Available in 1 inch to 48-inch wide rolls, in any 1 inch increment.
- Rolls are available in lengths of 50 yards and 300 yards.

**BRAND:** 3M "Stamark"

<b>Item No.</b>	<b>Unit</b>	<b><u>Commodity</u></b>	<b>Description</b>	<b>Price Per Square Foot</b>
1.	Sq.Ft.	832-48-54-1020	White. <b>Product #: L320</b>	Discontinued
2.	Sq.Ft.	832-48-54-1025	Yellow. <b>Product #: L321</b>	\$2.068

**CATEGORY C:** - Pavement Marking Tape; High Durable; Without liner; Conformable And Moderately Reflective.

- Colors are as indicated below.
- All prices are per square foot.
- Available in 1 inch to 48-inch wide rolls, in any 1-inch increment.
- Rolls are available in lengths of 30 yards and 120 yards.

**BRAND:** 3M "Stamark"

<b>Item No.</b>	<b>Unit</b>	<b><u>Commodity</u></b>	<b>Description</b>	<b>Price Per Square Foot</b>
1.	Sq.Ft.	832-48-54-1040	White. <b>Product #: 5730</b>	\$1.89
2.	Sq.Ft.	832-48-54-1025	Yellow. <b>Product #: 5731</b>	\$1.89

**CATEGORY D:** - Pavement Marking Tape; Highly Durable; With liner; Conformable and

**PAVEMENT MARKING TAPE  
SPECIFICATIONS AND ITEM LISTING**

**Moderately Reflective.**

- Colors are as indicated below.
- All prices are per square foot.
- Available in 1 inch to 48-inch wide rolls, in any 1 inch increment.
- Rolls are available in lengths of 30 yards and 120 yards.

**BRAND:** 3M "Stamark"

<b>Item No.</b>	<b>Unit</b>	<b><u>Commodity</u></b>	<b>Description</b>	<b>Price Per Square Foot</b>
1.	Sq.Ft.	832-48-54-1060	White. <b>Product #: 6330</b>	\$1.89
2.	Sq.Ft.	832-48-54-1065	Yellow. <b>Product #: 6331</b>	\$1.89

**CATEGORY E:** - Pavement Marking Tape; Highly Durable; Conformable and Moderately Reflective.

- Colors are as indicated below.
- All prices are per square foot.
- Available in 1 inch to 48 inch wide rolls, in any 1 inch increment.
- Rolls are available in lengths of 30 yards and 120 yards.

**BRAND:** 3M "Stamark"

<b>Item No.</b>	<b>Unit</b>	<b><u>Commodity</u></b>	<b>Description</b>	<b>Price Per Square Foot</b>
1.	Sq.Ft.	832-48-54-1080	White. <b>Product #: 5760</b>	\$2.688
2.	Sq.Ft.	832-48-54-1085	Yellow. <b>Product #: 5761</b>	\$2.688

**CATEGORY F:** - Pavement Marking Tape; Temporary, Without Liner; Detour Grade; Retro-Reflective and Skid Resistant; Completely Removable.

- Colors are as indicated below.
- All prices are per square foot.
- Available in 1 inch to 48-inch wide rolls, in any 1-inch increment.
- Rolls are available in lengths of 30 yards and 120 yards.

**BRAND:** 3M "Scotch-Lane"

<b>Item No.</b>	<b>Unit</b>	<b><u>Commodity</u></b>	<b>Description</b>	<b>Price Per Square Foot</b>
1.	Sq.Ft.	832-48-54-2000	White. <b>Product #: A620</b>	\$2.376
2.	Sq.Ft.	832-48-54-2005	Yellow. <b>Product #: A621</b>	\$2.376

**CATEGORY G:** - Pavement Marking Tape; Temporary, With Liner; Detour Grade;

**PAVEMENT MARKING TAPE  
SPECIFICATIONS AND ITEM LISTING**

**Retro-Reflective and Skid Resistant; Completely Removable.**

- Colors are as indicated below.
- All prices are per square foot.
- Available in 1 inch to 48-inch wide rolls, in any 1-inch increment.
- Rolls are available in lengths of 30 yards and 120 yards.

**BRAND:** 3M "Scotch-Lane"

<b>Item No.</b>	<b>Unit</b>	<b><u>Commodity</u></b>	<b>Description</b>	<b>Price Per Square Foot</b>
1.	Sq.Ft.	832-48-54-2020	White. <b>Product #: 6350</b>	Discontinued
2.	Sq.Ft.	832-48-54-2025	Yellow. <b>Product #: 6351</b>	\$4.572

**CATEGORY H: - Pavement Marking Tape; Durable; Without Liner; Patterned Grade.;**

- Colors are as indicated below.
- All prices are per square foot.
- Available in 1 inch to 48-inch wide rolls, in any 1-inch increment.
- Rolls are available in lengths of 30 yards and 110 yards.

**BRAND:** 3M "Stamark"

<b>Item No.</b>	<b>Unit</b>	<b><u>Commodity</u></b>	<b>Description</b>	<b>Price Per Square Foot</b>
1.	Sq.Ft.	832-48-54-2040	White. <b>Product #: A380</b>	\$3.996
2.	Sq.Ft.	832-48-54-2045	Yellow. <b>Product #: A381</b>	\$3.996

**CATEGORY I: - Pavement Marking Tape; Durable; With Liner; Patterned Grade.;**

- Colors are as indicated below.
- All prices are per square foot.
- Available in 1 inch to 48-inch wide rolls, in any 1-inch increment.
- Rolls are available in lengths of 30, 50 and 110 yards.

**BRAND:** 3M "Stamark"

<b>Item No.</b>	<b>Unit</b>	<b><u>Commodity</u></b>	<b>Description</b>	<b>Price Per Square Foot</b>
1.	Sq.Ft.	832-48-54-2060	White. <b>Product #: L380</b>	\$4.518
2.	Sq.Ft.	832-48-54-2065	Yellow. <b>Product #: L381</b>	\$4.518

**CATEGORY J: - Pavement Striping Tape; Retro-Reflective construction grade; Polymer film with pressure sensitive pre-coated grade adhesive.**

**PAVEMENT MARKING TAPE  
SPECIFICATIONS AND ITEM LISTING**

- Colors are as indicated below.
- All prices are per square foot.
- Available in 4 inch in width.
- Rolls are available in lengths of 100 yards and 300 yards.

**BRAND:** 3M "Scotch-Lane"

<b>Item No.</b>	<b>Unit</b>	<b>Commodity</b>	<b>Description</b>	<b>Price Per Square Foot</b>
1.	Sq.Ft.	832-48-54-2080	White. <b>Product #: 5160</b>	\$0.51
2.	Sq.Ft.	832-48-54-2085	Yellow. <b>Product #: 5161</b>	\$0.51

**CATEGORY K:** - **Pavement Marking Tape; Detour grade line mask tape; Removable**

- Colors are as indicated below.
- All prices are per square foot.
- Available in 1 inch to 48-inch wide rolls, in any 1 inch increment.
- Rolls are 30 yards lengths.

**BRAND:** 3M "Scotch-Lane"

<b>Item No.</b>	<b>Unit</b>	<b>Commodity</b>	<b>Description</b>	<b>Price Per Square Foot</b>
1.	Sq.Ft.	832-48-54-3000	White. <b>Product #: A145</b>	\$3.096

**CATEGORY L:** - **Pavement Marking Tape; Durable stop bar and cross walk intersection grade; For use with contact cement.**

- Colors are as indicated below.
- All prices are per square foot.
- Available in 1 inch to 48-inch wide rolls, in any 1 inch increment.
- Rolls are available in lengths of 30, 50 and 110 yards.

**BRAND:** 3M "Stamark"

<b>Item No.</b>	<b>Unit</b>	<b>Commodity</b>	<b>Description</b>	<b>Price Per Square Foot</b>
1.	Sq.Ft.	832-48-54-3020	White. <b>Product #: A420</b>	\$3.648

**PAVEMENT MARKING TAPE  
SPECIFICATIONS AND ITEM LISTING**

**CATEGORY M:**

**- Pavement Marking Tape; Durable Legends and Symbols Grade;  
For Use with Contact Cement.**

- Available in pre-cut words and symbols indicated below.
- Color is White
- All prices are for the package size indicated in each individual item description.

**BRAND: 3M "Stamark"**

Item No.	Unit	Commodity	Description	Unit Price
1.	Package	832-48-54-3040	Straight Arrow. <b>Product #: SMS-L420-SA</b> Quantity per package: <u>2</u>	\$78.313
2.	Package	832-48-54-3045	Left Curve Arrow. <b>Product #: SMS-L420-LA</b> Quantity per package: <u>2</u>	\$117.843
3.	Package	832-48-54-3050	Right Curve Arrow. <b>Product #: SMS-L420-RA</b> Quantity per package: <u>2</u>	\$117.843
4.	Package	832-48-54-3055	"ONLY" legend <b>Product #: SMS-L420-ON</b> Quantity per package: <u>1</u>	\$187.55

**CATEGORY N:**

**- Pavement Marking Tape; Pressure Sensitive Adhesive; With Liner;  
Pliant Polymer; Highly Durable; Conformable; Moderately Reflective.**

- Available in pre-cut words and symbols indicated below.
- Color is White
- All prices are for the package size indicated in each individual item description.

**BRAND: 3M "Stamark"**

Item No.	Unit	Commodity	Description	Unit Price
1.	Package	832-48-54-4000	Straight Arrow. <b>Product #: SMS-901M</b> Quantity per package: <u>2</u>	\$82.30
2.	Package	832-48-54-4005	Left Curve Arrow. <b>Product #: SMS-902LM</b> Quantity per package: <u>2</u>	\$115.16
3.	Package	832-48-54-4010	Right Curve Arrow. <b>Product #: SMS-902RM</b> Quantity per package: <u>2</u>	\$115.16
4.	EACH	832-48-54-4015	"ONLY" legend <b>Product #: SMS-904M</b>	\$91.65
5.	EACH	832-48-54-4020	"SCHOOL" legend <b>Product #: SMS-908M</b>	\$159.90
6.	Package	832-48-54-4025	"R" <b>Product #: SMS-914M</b> Quantity per package: <u>2</u>	\$58.70
7.	EACH	832-48-54-4030	Rail Road Crossing Kit <b>Product #: SMS-915M</b>	\$206.10
8.	EACH	832-48-54-4035	"STOP" legend <b>Product #: SMS-916M</b>	\$107.15

**PAVEMENT MARKING TAPE  
SPECIFICATIONS AND ITEM LISTING**

**CATEGORY O:**

**- Pavement Marking Tape; Application accessories and coating.**

- Each price is for the unit as specified in the “Unit” column below.
- Some items are provided at NO CHARGE when ordered with pavement marking tape.

**BRAND:** 3M “Stamark”

<b>Item No.</b>	<b>Unit</b>	<b>Commodity</b>	<b>Description</b>	<b>Unit Price</b>
1.	Package	832-48-54-4060	Applicator; Primer spray. <b>Product #: PS-14</b>	<u>\$NO</u> <u>CHARGE</u>
2.	Package	832-48-54-4065	Cart; Roller tamper. <b>Product #: RTC-2</b>	<u>\$NO</u> <u>CHARGE</u>
3.	Package	832-48-54-4070	Primer; One gallon per container. <b>Product #: SP-44</b> Quantity per case: 4 gallons	\$33.25
4.	EACH	832-48-54-4075	Primer; Five gallons per container. <b>Product #: SP-44</b>	\$134.25
5.	EACH	832-48-54-4080	Green light powder; white; 25 gallons per container. <b>Product #: GL-2120</b>	\$44.75
6.	Package	832-48-54-4085	Contact cement; One gallon per container. <b>Product #: E-44</b> Quantity per package: 2	\$36.30
7.	EACH	832-48-54-4090	Contact cement; One gallon per container. <b>Product #: E-44</b>	\$128.75

**Reflective Sheeting for  
Type II, Engineer Grade,  
Type III, High Intensity, and**

**Additional Information Sheet**

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**Minimum Order:            \$150.00**

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**Ship To Addresses:**

**Michigan Department of Transportation  
Central Sign Shop  
919 Filley Street  
Lansing, MI 48906**

**Michigan Department of Corrections  
Southern Michigan State Prison  
Michigan State Industries  
Sign Shop 1270  
4000 Cooper Street  
Jackson, MI 49203**

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**Bill To Addresses:**

**Michigan Department of Transportation  
Financial Operations Division  
Accounts Payable Division  
P.O. Box 30050  
Lansing, MI 48909**

**Michigan Department of Corrections  
Michigan State Industries  
Attention: Larry Guerrant  
Grandview Plaza Building  
P.O. Box 3003  
Lansing, MI 48909**

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**Contact Person (s):**

**Name:     V.J.Voves  
Title:    Adm. Of Gov't Bids  
Phone:   (612) 733-0477**

**Name:   D.J Johnson  
Title:   Supvr. Of Gov't Bids  
Phone:  (612) 733-0582**

**Distribution Schedule for Additional “NO CHARGE” items:**

- All orders will include 5 (five) Tela Temps and 100 nylon washers for each 50-yard roll at NO CHARGE.

**All orders for rolls wider than 8 (eight) inches will include a matching roll of slip sheeting at NO CHANGE. Additionally, all orders for white and yellow sheeting will include process inks at NO CHARGE. These items will be distributed as indicated below:**

<u>Square Feet Purchased</u>	<u>Slip Sheeting</u>	<u>Maximum 50 Yard Rolls</u>	<u>Transparent Inks</u>	<u>Clear Inks</u>
0-599	600	1	2qt.	2 qt. (or 1 qt. Black)
600-1,199	1,200	2	3qt.	3 qt. (or 1 qt. Black)
1,200-1,799	1,800	3	1 gal.	1 gal. (or 2 qt. Black)
1,800-2,399	2,400	4	2 gal.	2 gal. (or 2 qt. Black)
2,400-4,799	4,800	6	4 gal.	4 gal. (or 1 qt. Black)
4,800-7,199	7,200	12	6 gal.	6 gal. (or 2 qt. Black)
7,200-9,599	9,600	16	8 gal.	8 gal. (or 2 qt. Black)
9,600-11,999	12,000	20	10 gal.	10 gal. (or 3 qt. Black)
12,000-14,399	14,400	24	12 gal.	12 gal. (or 3 qt. Black)
14,400-16,799	16,800	28	13 gal.	13 gal. (or 4 qt. Black)
16,800-19,199	19,200	32	15 gal.	15 gal. (or 4 qt. Black)
19,200-21,599	21,600	36	17 gal.	17 gal. (or 5 qt. Black)
21,600-23,999	24,000	40	19 gal.	19 gal. (or 5 qt. Black)
24,000+	24,000+	40 +	adjust	adjust
adjust				

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## Conversation Chart

### Rolls

<u>Common Roll Size</u>	<u>Square Feet</u>
¾" x 30 yds.	5.625
¾" x 50 yds.	9.375
¾" x 100 yds.	18.75
¾" x 120 yds.	22.5
¾" x 300 yds.	56.25
1" x 30 yds.	7.5
1" x 50 yds.	12.5
1" x 100 yds.	25
1" x 120 yds.	30
1" x 300 yds.	75
1 ½" x 30 yds.	11.25
1 ½" x 50 yds.	18.75
1 ½" x 100 yds.	37.5
1 ½" x 120 yds.	45
1 ½" x 300 yds.	112.5
2" x 30 yds.	15
2" x 50 yds.	25
2" x 100 yds.	50
2" x 120 yds.	60
2" x 300 yds.	150
4" x 30 yds.	30
4" x 50 yds.	50
4" x 100 yds.	100
4" x 120 yds.	120
4" x 300 yds.	300
6" x 30 yds.	45
6" x 50 yds.	75
6" x 100 yds.	150
6" x 120 yds.	180
6" x 300 yds.	450
8" x 30 yds.	60
8" x 50 yds.	100
8" x 100 yds.	200
8" x 120 yds.	240
8" x 300 yds.	600
12" x 30 yds.	90
12" x 50 yds.	150
12" x 100 yds.	300
12" x 120 yds.	360
12" x 300 yds.	900

<u>Common Roll Size</u>	<u>Square Feet</u>
13" x 30 yds.	97.5
13" x 50 yds.	162.5
13" x 100 yds.	325
13" x 200 yds.	390
13" x 300 yds.	975
15" x 30 yds.	112.5
15" x 50 yds.	187.5
15" x 100 yds.	375
15" x 200 yds.	450
15" x 300 yds.	1,125
18" x 30 yds.	135
18" x 50 yds.	225
18" x 100 yds.	450
18" x 200 yds.	540
18" x 300 yds.	1,350
24" x 30 yds.	180
24" x 50 yds.	300
24" x 100 yds.	600
24" x 200 yds.	720
24" x 300 yds.	1,800
30" x 30 yds.	225
30" x 50 yds.	375
30" x 100 yds.	750
30" x 200 yds.	900
30" x 300 yds.	2,250
36" x 30 yds.	270
36" x 50 yds.	450
36" x 100 yds.	900
36" x 200 yds.	1,080
36" x 300 yds.	2,700
42" x 30 yds.	315
42" x 50 yds.	525
42" x 100 yds.	1,050
42" x 200 yds.	1,260
42" x 300 yds.	3,150
48" x 30 yds.	360
48" x 50 yds.	600
48" x 100 yds.	1,200
48" x 200 yds.	1,440
48" x 300 yds.	3,600

## Screen-Ready Sheets

### Common Roll Size                      Square Feet

12" x 12"	1
18" x 12"	1.5
24" x 12"	2
30" x 12"	2.5
36" x 12"	3
42" x 12"	3.5
48" x 12"	4
60" x 12"	5
12" x 18"	1.5
18" x 18"	2.25
24" x 18"	3
30" x 18"	3.75
36" x 18"	4.5
42" x 18"	5.25
48" x 18"	6
60" x 18"	7.5
12" x 24"	2
18" x 24"	3
24" x 24"	4
30" x 24"	5
36" x 24"	6
42" x 24"	7
48" x 24"	8
60" x 24"	10
8" x 100 yds.	200
8" x 120 yds.	240
8" x 300 yds.	600
12" x 30 yds.	90
12" x 50 yds.	150
12" x 100 yds.	300
12" x 120 yds.	360
12" x 300 yds.	900

### Common Roll Size                      Square Feet

12" x 30"	2.5
18" x 30"	3.75
24" x 30"	5
30" x 30"	6.25
36" x 30"	7.5
42" x 30"	8.75
48" x 30"	10
60" x 30"	12.5
12" x 36"	3
18" x 36"	4.5
24" x 36"	6
30" x 36"	7.5
36" x 36"	9
42" x 36"	10.5
48" x 36"	12
60" x 36"	15
12" x 48"	4
18" x 48"	6
24" x 48"	8
30" x 48"	10
36" x 48"	12
42" x 48"	14
48" x 48"	16
60" x 48"	20

# Pavement Marking Tape

## Additional Information Sheet

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Minimum Order: \$150.00

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### Ship To Addresses:

Michigan Department of Transportation  
Financial Operations Division  
Accounts Payable Division  
P.O. Box 30050  
Lansing, MI 48909

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### Bill To Addresses:

MDOT Lansing Central Sign Shop  
919 Filley Street  
Lansing, MI 48909

MDOT District 1  
Crystal Falls Sign Shop  
120 Tobin/Alpha Road  
Crystal Falls, MI 49920

MDOT District 7  
Kalamazoo Special Crews  
6345 American Ave.  
Kalamazoo, MI 49001

MDOT District 1  
Crystal Falls Sign Shop  
120 Tobin/Alpha Road  
Crystal Falls, MI 49920

MDOT District 4  
Alpena Sign Shop  
420 Campbell Street  
Alpena, MI 49707

MDOT District 8  
Jackson Special Crews  
2800 N. Elm Road  
Jackson, MI 49201

MDOT District 2  
Engadine Sign Shop  
Crews  
M-117 (P.O. Box 207B)  
Engadine, MI 48927

MDOT District 5  
Grand Rapids Sign Shop  
1420 Front Street N.W.  
Grand Rapids, MI 49504

MDOT Metro  
Auburn Hills Special  
2925 Lapeer Road  
Auburn Hills, MI 48057

MDOT District 3  
Cadillac Special Crews  
725 Seneca Place  
Cadillac, MI 49601

MDOT District 6  
Saginaw Special Crews  
3510 E. Washington  
Saginaw, MI 48601

---

### Contact Person (s):

Name: V.J. Voves  
Title: Adm. Of Gov't Bids  
Phone: (612) 733-0477

Name: D.J Johnson  
Title: Supvr. Of Gov't Bids  
Phone: (612) 733-0582

Form No. DMB 234A (Rev. 1/96)  
 AUTHORITY: Act 431 of 1984  
 COMPLETION: Required  
 PENALTY: Failure to deliver in accordance with Contract  
 terms and conditions and this notice, may be considered  
 in default of Contract

**STATE OF MICHIGAN  
 DEPARTMENT OF MANAGEMENT AND BUDGET  
 OFFICE OF PURCHASING  
 P.O. BOX 30026, LANSING, MI 48909  
 OR  
 530 W. ALLEGAN, LANSING, MI 48933**

September 10, 2001

**CHANGE NOTICE NO. 1  
 TO  
 CONTRACT NO. 071B1001310  
 between  
 THE STATE OF MICHIGAN  
 and**

NAME & ADDRESS OF VENDOR <b>Minnesota Mining Manufacturing 3M Traffic Control Materials Division 3M Center P.O. Box 33225, Bldg. 225 55 08 St. Paul, MN 55133-3225</b>		TELEPHONE <b>Dennis J. Johnson (651) 733-0582</b>
		VENDOR NUMBER/MAIL CODE
		BUYER (517) 373-0305 <b>Jeffrey A. White</b>
Contract Administrator: <b>Grazina Giroux</b> <b>Reflectorized Sheeting (for license plates), Dept. of Corrections, Michigan State Industries</b>		
CONTRACT PERIOD: From: <b>February 5, 2001</b> To: <b>February 5, 2006</b>		
TERMS <b>Net 30 Days</b>	SHIPMENT <b>As Required</b>	
F.O.B. <b>Delivered</b>	SHIPPED FROM <b>Brownwood, TX</b>	
MINIMUM DELIVERY REQUIREMENTS <b>One (1) Roll of 900 sq. ft.</b>		

**NATURE OF CHANGE (S):**

**The item listing distributed with initial contract did not include Michigan Commodity Codes, therefore, a revised item listing has been generated with this data. The original item listing should be replaced with the attached item list revised 9/7/01.**

**All other terms, conditions, and specifications remain the same.**

**AUTHORITY/REASON:**

**Data was omitted in error from initial publication of contract.**

**TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$16,521,760.42**

Form No. DMB 234A (Rev. 1/96)  
 AUTHORITY: Act 431 of 1984  
 COMPLETION: Required  
 PENALTY: Failure to deliver in accordance with Contract  
 terms and conditions and this notice, may be considered  
 in default of Contract

**STATE OF MICHIGAN  
 DEPARTMENT OF MANAGEMENT AND BUDGET  
 OFFICE OF PURCHASING  
 P.O. BOX 30026, LANSING, MI 48909  
 OR  
 530 W. ALLEGAN, LANSING, MI 48933**

February 2, 2001

**NOTICE  
 OF  
 CONTRACT NO. 071B1001310  
 between  
 THE STATE OF MICHIGAN  
 and**

NAME & ADDRESS OF VENDOR <b>Minnesota Mining Manufacturing          3M Traffic Control Materials Division          3M Center          P.O. Box 33225, Bldg. 225 55 08          St. Paul, MN 55133-3225</b>		TELEPHONE Dennis J. Johnson <b>(651) 733-0582</b>
		VENDOR NUMBER/MAIL CODE
		BUYER (517) 373-0305 <b>Jeffrey A. White</b>
Contract Administrator: Grazina Giroux <b>Reflectorized Sheeting (for license plates), Dept. of Corrections, Michigan State Industries</b>		
CONTRACT PERIOD: From: <b>February 5, 2001</b> To: <b>February 5, 2006</b>		
TERMS <b>Net 30 Days</b>	SHIPMENT <b>As Required</b>	
F.O.B. <b>Delivered</b>	SHIPPED FROM <b>Brownwood, TX</b>	
MINIMUM DELIVERY REQUIREMENTS <b>One (1) Roll of 900 sq. ft.</b>		

The terms and conditions of this Contract are those of ITB #071I1000015, this Contract Agreement and the vendor's quote dated 11/9/00. In the event of any conflicts between the specifications, terms and conditions indicated by the State and those indicated by the vendor, those of the State take precedence.

Attachments: Table of Contents (2 pages), Terms and Conditions (12 pages), Appendix I – Estimates of Delivery Quantities, Appendix II – Item Listing and prices, Appendix III – Color Specifications, Contractor Data

Estimated Contract Value: \$16,521,760.42 ITB #071I1000015 Req #472R0019453

**STATE OF MICHIGAN  
 DEPARTMENT OF MANAGEMENT AND BUDGET  
 OFFICE OF PURCHASING  
 P.O. BOX 30026, LANSING, MI 48909  
 OR  
 530 W. ALLEGAN, LANSING, MI 48933**

**CONTRACT NO. 071B1001310  
 between  
 THE STATE OF MICHIGAN  
 and**

NAME & ADDRESS OF VENDOR <b>Minnesota Mining Manufacturing 3M Traffic Control Materials Division 3M Center P.O. Box 33225, Bldg. 225 55 08 St. Paul, MN 55133-3225</b>		TELEPHONE Dennis J. Johnson <b>(651) 733-0582</b>
		VENDOR NUMBER/MAIL CODE
		BUYER (517) 373-0305 <b>Jeffrey A. White</b>
Contract Administrator: Grazina Giroux <b>Reflectorized Sheeting (for license plates), Dept. of Corrections, Michigan State Industries</b>		
CONTRACT PERIOD: From: <b>February 5, 2001</b> To: <b>February 5, 2006</b>		
TERMS <b>Net 30 Days</b>	SHIPMENT <b>As Required</b>	
F.O.B. <b>Delivered</b>	SHIPPED FROM <b>Brownwood, TX</b>	
MINIMUM DELIVERY REQUIREMENTS <b>One (1) Roll of 900 sq. ft.</b>		
MISCELLANEOUS INFORMATION: <b>The terms and conditions of this Contract are those of ITB #071I1000015, this Contract Agreement and the vendor's quote dated 11/9/00. In the event of any conflicts between the specifications, terms and conditions indicated by the State and those indicated by the vendor, those of the State take precedence.</b>		
<b>Attachments: Table of Contents (2 pages), Terms and Conditions (12 pages), Appendix I – Estimates of Delivery Quantities, Appendix II – Item Listing and prices, Appendix III – Color Specifications, Contractor Data</b>		
<b>Est. Contract Value: \$16,521,760.42 ITB #071I1000015 Req #472R0019453</b>		

**THIS IS NOT AN ORDER:** This Contract Agreement is awarded on the basis of our inquiry bearing the ITB No. 071I1000015. A Purchase Order Form will be issued only as the requirements of the State Departments are submitted to the Office of Purchasing. Orders for delivery may be issued directly by the State Departments through the issuance of a Purchase Order Form.

All terms and conditions of the invitation to bid are made a part hereof.

<b>FOR THE VENDOR:</b>	<b>FOR THE STATE:</b>
Firm Name	Signature <b>David F. Ancell</b>
Authorized Agent Signature	Name <b>State Purchasing Director</b>
Authorized Agent (Print or Type)	Title
Date	Date

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**DETAILED LICENSE PLATE SPECIFICATIONS**

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<b>SECTION III</b>	<b>TEST PANELS AND QUALIFY CONFORMANCE</b>
<b>SECTION IV</b>	<b>PERFORMANCE LIFE &amp; WARRANTIES</b>
<b>SECTION V</b>	<b>SUPPORT SERVICES</b>
<b>SECTION VI</b>	<b>PACKAGING AND SHIPPING</b>
<b>SECTION VII</b>	<b>DELIVERY SCHEDULE</b>
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<b>APPENDIX II</b>	<b>ITEM LISTING</b>
<b>APPENDIX III</b>	<b>COLOR SPECIFICATIONS</b>
<b>CONTRACTOR DATA</b>	

**GENERAL**

This contract is for the commodities specified hereunder to be furnished during the period as noted on the "Contract Agreement" form. Exact quantities to be purchased are unknown, however, as the successful bidder you will be required to furnish all such materials as may be ordered during the contract period. Quantities specified if any, are estimates based on prior purchases, and the State is not obligated to purchase in these or any other quantities. Orders for delivery will be issued directly to the Contractor by Department of Corrections, Michigan State Industries on the Purchase Order Release Form and by the Office of Purchasing on the Purchase Order Form.

Indicated in the Contract Agreement is the "ship to" address for the participating agencies. However, if the Contractor and the State agree, additional State agencies may participate should the need develop.

In order of precedence, this contract consists of published addenda modifying the ITB, the contents of the ITB, and the Contractor's response to the ITB requirements. In case of disagreement, the ITB as modified by the published addenda will rule. The State of Michigan shall not be bound by any part(s) of any bidder's response to the ITB, which contained information, options, conditions, terms, or prices not requested nor required in the ITB.

The failure of a party to insist upon strict adherence to any term of this contract shall not be considered a waiver or deprive the party of the right thereafter to insist upon strict adherence to that term or any other term of the contract.

This contract may not be modified, amended, extended, or augmented except by a writing executed by the parties hereto, and any breach or default by a party shall not be waived or released other than in writing signed by the other party.

Each provision of a this contract shall be deemed to be severable from all other provisions of the contract and, if one or more of the provisions of the contract shall be declared invalid, the remaining provisions of the contract shall remain in full force and effect.

This contract shall in all respects be governed by, and construed in accordance with, the laws of the State of Michigan.

**CONTRACT TERM**

The term of the contract will be for a Five (5) year period and will commence with the issuance of the contract. This will be February 5, 2001 through February 5, 2006.

**SPECIFICATIONS**

Definite Specifications - All commodities to be furnished hereunder shall conform to the specifications as noted in the "Contract Agreement" and/or copies of specifications attached.

**PRODUCT BOND**

If the vendor's materials have not been successfully employed in a full state license plate issue, the supplier shall post a product bond against which state may invoke the warranty provisions should the product fail. The bond shall be posted for an amount of time equal to the sheeting warranted performance life required by this specification. The bond shall be in an amount equal to the maximum warranty penalties allowed on the volume of materials estimated for purchase. Should actual purchases during the contract period exceed the amounts estimated, the vendor will be required to increase the bond to cover the additional liability.

**ISSUING OFFICE**

This contract is issued by the Office of Purchasing, State of Michigan, Department of Management and Budget, hereinafter known as the Office of Purchasing, for The Department of Corrections, Michigan State Industries, hereinafter known as M.S.I. Where actions are a combination of those of the Office of Purchasing and the State agencies, the authority will be known as the State.

The Office of Purchasing is the sole point of contact in the State with regard to all procurement and contractual matters relating to the commodities described herein. The Office of Purchasing is the only office authorized to change, modify, amend, alter, clarify, etc., the specifications, terms, and conditions of this contract. The Office of Purchasing will remain the **SOLE POINT OF CONTACT** throughout the procurement process until such time as the Director of Purchasing shall direct otherwise in writing. All communications covering this procurement must be addressed to:

Department of Management and Budget  
Office of Purchasing  
Attn: Jeffrey A. White  
2nd Floor, Mason Building  
P. O. Box 30026  
Lansing, Michigan 48909

**DELEGATION**

The Contractor shall not delegate any duties or obligations under this contract to a subcontractor other than a subcontractor named in the contract unless the State Purchasing Director has given written consent to the delegation.

## **PRICE**

Prices are the maximum for a period of 365 days from date contract becomes effective.

Prices may be subject to revision at the end of each 365 day period, if there are changes in the general industry. Revisions may be either increases or decreases and may be requested by either party. Evidence of general industry changes, such as revised printed price lists or notices, and evidence that the change actually affected the Contractor's costs for materials must accompany the request. The prices quoted shall be firm for 365 days. Requests for price changes shall be received in writing at least thirty (30) days prior to their effective date and are subject to written acceptance before becoming effective. If proposed prices are not acceptable to either party, the contract may be canceled. The Contractor remains responsible for performing according to the contract terms at the contract price for all orders received before price revisions are approved or before the contract is canceled.

The postmark date on the Contract Release will determine prices to be charged on orders (requesting a single shipment to be delivered prior to the effective date of the price revision) which may already be in transit to the Contractor prior to the new price implementation date. Orders issued by agencies requesting multiple deliveries, over a specified period of time, which may overlap two price periods, shall reflect the current price at the time of delivery.

## **INCURRING COSTS**

The State of Michigan is not liable for any cost incurred by the bidder prior to signing of a contract. The State fiscal year is October 1st through September 30th. The prospective Contractor(s) should realize that payments in any given fiscal year are contingent upon enactment of legislative appropriations. Total liability of the State is limited to terms and conditions of this contract.

## **NEWS RELEASES**

News releases pertaining to this contract or project to which it relates shall not be made without prior written State approval, and then only in accordance with the explicit written instructions from the State. No results of the activities associated with this contract are to be released without prior written approval of the State and then only to persons designated.

## **DISCLOSURE**

All information in a bidder's proposal and this contract are subject to the provisions of the Freedom of Information Act. 1976 Public Act No. 442, as amended, MCL 15.231, *et seq.*

**CONTRACT ADMINISTRATOR**

Upon receipt at the Office of Purchasing of the properly executed Contract Agreement(s), it is anticipated that the Director of Purchasing will direct that the Department of Corrections, M.S.I., be authorized to administer the contract on a day-to-day basis during the term of the contract. However, administration of any contract resulting implies no authority to change, modify, clarify, amend, or otherwise alter the terms, conditions, and specifications of such contract. That authority is retained by the Office of Purchasing.

**PRIME CONTRACTOR RESPONSIBILITIES**

The prime Contractor will be required to assume responsibility for all contractual activities offered in this contract, whether or not that Contractor performs them. Further, the State will consider the prime Contractor to be the sole point of contact with regard to contractual matters, including payment of any and all charges resulting from the anticipated contract. If any part of the work is to be subcontracted, this contract shall include a list of subcontractors, including firm name and address, contact person and a complete description of work to be subcontracted. The State reserves the right to approve subcontractors and to require the primary Contractor to replace subcontractors found to be unacceptable. The Contractor is totally responsible for adherence by the subcontractor to all provisions of the contract. Any change in subcontractors must be approved by the State, in writing, prior to such change.

**ASSIGNMENT**

The Contractor shall not have the right to assign this contract or to assign or delegate any of its duties or obligations under this contract to any other party (whether by operation of law or otherwise), without the prior written consent of the State. Any purported assignment in violation of this Section shall be null and void. Further, the Contractor may not assign the right to receive money due under the contract without the prior written consent of the State Purchasing Director.

**RECYCLED MATERIALS**

Bidders were encouraged to offer products containing recovered materials suitable for the intended use. By doing so, the bidder warrants the product(s) as at least functionally equivalent to the bid specifications. "Recovered material" is defined as post-consumer waste (any product generated by a business or consumer which has served its intended end use, and which has been separated or diverted from solid waste for the purpose of collection, recycling, and disposition), and "secondary waste" (industrial by-products such as wastes generated after completion of a manufacturing process that would normally not be reused).

Item # ALL Recovered materials 0 %

**RECYCLED CONTAINERS**

Bidders were encouraged to offer products packaged in containers using recovered materials suitable for the intended use. "Recovered material" is defined as post-consumer waste (any products generated by a business or consumer which have served their intended end use, and which have been separated or diverted from solid waste for the purpose of collection, recycling, and disposition) and "secondary waste" (industrial by-products and wastes generated after completion of a manufacturing process that would normally not be reused).

**MINIMUM ORDER**

The minimum order and roll size shall be standardized as 900 square feet. The minimum order is one roll or 900 square feet.

**F.O.B. POINT**

Prices are "F.O.B. Delivered" with transportation charges prepaid on all orders of one (1) roll or 900 square feet or more.

**DELIVERY**

All orders shall be delivered within the following time frames:

- A. White Non-Printed Sheeting - 30 calendar days after receipt of order.
- B. Pre-Printed Multi-Year Sheeting - 45 calendar days after receipt of order.  
(41,001 sq. ft. or more)
- B. Pre-Printed Multi-Year Sheeting - 60 calendar days after receipt of order.  
(41,001 sq. ft. or less)

Deliveries will be accepted Monday through Friday between 8:00 a.m. and 2 p.m. only. NO HOLIDAY deliveries. Delivery must meet approval of factory superintendent.

Shipments must be made for the quantity indicated on each individual Departmental Purchase Order/Contract Release Form. Shipments with overages or shortages in excess of 5% will not be accepted.

No other products or items must be on the delivery truck other than the product(s) which are being delivered to M.S.I. Overall length of the delivery truck must not exceed 65 feet.

**FREIGHT CHARGES**

Should an agency order below the minimum requirements , one of the following carriers must be used by the Contractor for shipping products. Orders being shipped from or to the State of Michigan or the States of Illinois, Indiana, Ohio, and Wisconsin, use Alvan Motor Freight (Tel: (800) 632-4172) Attn: Earl Batenburg. Orders being shipped from or to ALL other states, use ROADWAY EXPRESS, INC., TEL: (800) 253-3193; ATTN: DAVID LEWIS.

United Parcel Service (UPS) must be used in instances where the weight of the shipment is less than 150 lbs., or where shipments could be separated into smaller parcels such as three (3) 50 lb. packages. Also if the shipment weighs less than 150 lbs. but costs \$3000 or more, it must be sent by the appropriate carrier listed above.

If the Contractor fails to follow these shipping instructions, the State shall pay the carrier used and deduct the difference from the Contractor's invoice for the amount which was charged and the amount which would have been charged if the requested carrier had been used.

**TAXES**

The State of Michigan is exempt from Federal Excise Tax, State or Local Sales Tax. Bid prices shall not include such taxes. Exemption Certificates for Federal Excise Tax will be furnished upon request.

**PACKAGING**

Ship Sheeting rolls via 27 roll "bulk pack" configuration for ease of handling, rolls shall be shipped in 3 layers of 9 rolls each. A shipping triangle shall be placed on top of the third layer to prevent double stacking.

Packaging and containers, etc., shall be in accordance with supplier's commercial practice and shall meet the requirements of Department of Transportation (D.O.T.) and rail and motor carrier freight classifications in effect at time of shipment, which will permit application of the lowest freight rate.

Unless otherwise specifically noted in the contract, the cost of all reels, pallets and containers are included in the contract price, and become the property of the State of Michigan. Charges for returnable shipping containers shall be stated in the contract, if applicable, together with return instructions for shipment to Contractor's plant, transportation charges "collect."

## **PALLETIZING**

Shipments may be requested as palletized deliveries; and if requested, shall conform to the following:

- Manufacturers standard 4-way shipping pallets are acceptable.
- Maximum height: 5'6"; including pallet.
- Maximum weight: 3500 pounds; including pallet.
- Pallets are to be securely banded or shrink-wrapped.
- The cost of palletizing must be included in the unit price.

## **INDEMNIFICATION**

### 1. General Indemnification

The Contractor shall indemnify, defend and hold harmless the State, its departments, divisions, agencies, sections, commissions, officers, employees and agents, from and against all losses, liabilities, penalties, fines, damages and claims (including taxes), and all related costs and expenses (including reasonable attorneys' fees and disbursements and costs of investigation, litigation, settlement, judgments, interest and penalties), arising from or in connection with any of the following:

- (a) any claim, demand, action, citation or legal proceeding against the State, its employees and agents arising out of or resulting from (1) the product provided or (2) performance of the work, duties, responsibilities, actions or omissions of the Contractor or any of its subcontractors under this contract.
- (b) any claim, demand, action, citation or legal proceeding against the State, its employees and agents arising out of or resulting from a breach by the Contractor of any representation or warranty made by the Contractor in the contract;
- (c) any claim, demand, action, citation or legal proceeding against the State, its employees and agents arising out of or related to occurrences that the Contractor is required to insure against as provided for in this contract;
- (d) any claim, demand, action, citation or legal proceeding against the State, its employees and agents arising out of or resulting from the death or bodily injury of any person, or the damage, loss or destruction of any real or tangible personal property, in connection with the performance of services by the Contractor, by any of its subcontractors, by anyone directly or indirectly employed by any of them, or by anyone for whose acts any of them may be liable; provided, however, that this indemnification obligation shall not apply to the extent, if any, that such

death, bodily injury or property damage is caused solely by the negligence or reckless or intentional wrongful conduct of the State;

- (e) any claim, demand, action, citation or legal proceeding against the State, its employees and agents which results from an act or omission of the Contractor or any of its subcontractors in its or their capacity as an employer of a person.

## 2. Patent/Copyright Infringement Indemnification

The Contractor shall indemnify, defend and hold harmless the State, its employees and agents from and against all losses, liabilities, damages (including taxes), and all related costs and expenses (including reasonable attorneys' fees and disbursements and costs of investigation, litigation, settlement, judgments, interest and penalties) incurred in connection with any action or proceeding threatened or brought against the State to the extent that such action or proceeding is based on a claim that any piece of equipment, software, commodity or service supplied by the Contractor or its subcontractors, or the operation of such equipment, software, commodity or service, or the use or reproduction of any documentation provided with such equipment, software, commodity or service infringes any United States or foreign patent, copyright, trade secret or other proprietary right of any person or entity, which right is enforceable under the laws of the United States. In addition, should the equipment, software, commodity, or service, or the operation thereof, become or in the Contractor's opinion be likely to become the subject of a claim of infringement, the Contractor shall at the Contractor's sole expense (i) procure for the State the right to continue using the equipment, software, commodity or service or, if such option is not reasonably available to the Contractor, (ii) replace or modify the same with equipment, software, commodity or service of equivalent function and performance so that it becomes non-infringing, or, if such option is not reasonably available to Contractor, (iii) accept its return by the State with appropriate credits to the State against the Contractor's charges and reimburse the State for any losses or costs incurred as a consequence of the State ceasing its use and returning it.

In any and all claims against the State of Michigan, or any of its agents or employees, by any employee of the Contractor or any of its subcontractors, the indemnification obligation under the contract shall not be limited in any way by the amount or type of damages, compensation or benefits payable by or for the Contractor or any of its subcontractors under worker's disability compensation acts, disability benefits acts, or other employee benefits acts. This indemnification clause is intended to be comprehensive. Any overlap in subclauses, or the fact that greater specificity is provided as to some categories of risk, is not intended to limit the scope of indemnification under any other subclause.

## **CONTRACTOR'S LIABILITY INSURANCE**

The Contractor shall purchase and maintain such insurance as will protect him from claims set forth below which may arise out of or result from the Contractor's operations under the Contract (Purchase Order), whether such operations be by himself or by any Subcontractor or by anyone directly or indirectly employed by any of them, or by anyone for whose acts any of them may be liable:

- (1) Claims under workers' compensation, disability benefit and other similar employee benefit act. A non-resident Contractor shall have insurance for benefits payable under Michigan's Workers' Compensation Law for any employee resident of and hired in Michigan; and as respects any other employee protected by workers' compensation laws of any other State the Contractor shall have insurance or participate in a mandatory State fund to cover the benefits payable to any such employee.
- (2) Claims for damages because of bodily injury, occupational sickness or disease, or death of his employees.
- (3) Claims for damages because of bodily injury, sickness or disease, or death of any person other than his employees, subject to limits of liability of not less than \$300,000 each occurrence and, when applicable \$300,000 annual aggregate, for non-automobile hazards and as required by law for automobile hazards.
- (4) Claims for damages because of injury to or destruction of tangible property, including loss of use resulting therefrom, subject to a limit of liability of not less than \$50,000 each occurrence for non-automobile hazards and as required by law for automobile hazards.
- (5) Insurance for Subparagraphs (3) and (4) non-automobile hazards on a combined single limit of liability basis shall not be less than \$300,000 each occurrence and when applicable, \$300,000 annual aggregate.

The insurance shall be written for not less than any limits of liability herein specified or required by law, whichever is greater, and shall include contractual liability insurance as applicable to the Contractor's obligations under the Indemnification clause of the Contract (Purchase Order).

**BEFORE STARTING WORK THE CONTRACTOR MUST FURNISH TO THE OFFICE OF PURCHASING, CERTIFICATE(S) OF INSURANCE VERIFYING LIABILITY COVERAGE. THE CONTRACT OR PURCHASE ORDER NO. MUST BE SHOWN ON THE CERTIFICATE OF INSURANCE TO ASSURE CORRECT FILING.** These Certificates shall contain a provision that coverage afforded under the policies will not be canceled until at least fifteen days prior written notice bearing the Contract No. or Purchase Order No. has been given to the Director of Purchasing.

### **CONTRACT DISTRIBUTION**

The Office of Purchasing shall retain the sole right of contract distribution to all State agencies and local units of government unless other arrangements are authorized by the purchasing office.

### **ACCOUNTING RECORDS**

The Contractor and all subcontractors shall maintain all pertinent financial and accounting records and evidence pertaining to the contract in accordance with generally accepted principles of accounting and other procedures specified by the State of Michigan. Financial

and accounting records shall be made available, upon request, to the State of Michigan, its designees, or the Michigan Department of Auditor General at any time during the contract period and any extension thereof, and for three years from expiration date and final payment on the contract or extension thereof.

**NON-DISCRIMINATION CLAUSE**

In the performance of any contract or purchase order resulting herefrom, the bidder agrees not to discriminate against any employee or applicant for employment, with respect to their hire, tenure, terms, conditions or privileges of employment, or any matter directly or indirectly related to employment, because of race, color, religion, national origin, ancestry, age, sex, height, weight, marital status, physical or mental handicap or disability. The bidder further agrees that every subcontract entered into for the performance of any contract or purchase order resulting herefrom will contain a provision requiring non-discrimination in employment, as herein specified, binding upon each subcontractor. This covenant is required pursuant to the Elliot Larsen Civil Rights Act, 1976 Public Act 453, as amended, MCL 37.2201, *et seq*, and the Michigan Handicapper's Civil Rights Act, 1976 Public Act 220, as amended, MCL 37.1101, *et seq*, and any breach thereof may be regarded as a material breach of the contract or purchase order.

**UNFAIR LABOR PRACTICES**

Pursuant to 1980 Public Act 278, as amended, MCL 423.231, *et seq*, the State shall not award a contract or subcontract to an employer whose name appears in the current register of employers failing to correct an unfair labor practice compiled pursuant to Section 2 of the Act. A Contractor of the State, in relation to the contract, shall not enter into a contract with a subcontractor, manufacturer, or supplier whose name appears in this register. Pursuant to Section 4 of 1980 Public Act 278, MCL 423.324, the State may void any contract if, subsequent to award of the contract, the name of the Contractor as an employer, or the name of the subcontractor, manufacturer or supplier of the Contractor appears in the register.

**CANCELLATION**

(a) The State may cancel the contract for default of the Contractor. Default is defined as the failure of the Contractor to fulfill the obligations of the quotation or contract. In case of default by the Contractor, the State may immediately and/or upon 30 days prior written notice to the Contractor cancel the contract without further liability to the State, its departments, divisions, agencies, sections, commissions, officers, agents and employees, and procure the services from other sources, and hold the Contractor responsible for any excess costs occasioned thereby.

(b) The State may cancel the contract in the event the State no longer needs the services or products specified in the contract, or in the event program changes, changes in laws, rules or regulations, relocation of offices occur, or the State determines that statewide implementation of the contract is not feasible, or if prices for additional services requested by the State are not acceptable to the State. The State may cancel the contract without further liability to the State, its departments, divisions, agencies, sections, commissions, officers, agents and employees by giving the Contractor written notice of such cancellation 30 days prior to the date of cancellation.

(c) The State may cancel the contract for lack of funding. The Contractor acknowledges that, if this contract extends for several fiscal years, continuation of this contract is subject to appropriation of funds for this project. If funds to enable the State to effect continued payment under this contract are not appropriated or otherwise made available, the State shall have the right to terminate this contract without penalty at the end of the last period for which funds have been appropriated or otherwise made available by giving written notice of termination to the Contractor. The State shall give the Contractor written notice of such non-appropriation within 30 days after it receives notice of such non-appropriation.

(d) The State may immediately cancel the contract without further liability to the State its departments, divisions, agencies, sections, commissions, officers, agents and employees if the Contractor, an officer of the Contractor, or an owner of a 25% or greater share of the Contractor, is convicted of a criminal offense incident to the application for or performance of a State, public or private contract or subcontract; or convicted of a criminal offense including but not limited to any of the following: embezzlement, theft, forgery, bribery, falsification or destruction of records, receiving stolen property, attempting to influence a public employee to breach the ethical conduct standards for State of Michigan employees; convicted under State or federal antitrust statutes; or convicted of any other criminal offense which in the sole discretion of the State, reflects on the Contractor's business integrity.

(e) The State may immediately cancel the contract in whole or in part by giving notice of termination to the Contractor if any final administrative or judicial decision or adjudication disapproves a previously approved request for purchase of personal services pursuant to Constitution 1963, Article 11, Section 5, and Civil Service Rule 4-6.

(f) The State may, with 30 days written notice to the Contractor, cancel the contract in the event prices proposed for contract modification/extension are unacceptable to the State.

**ADDITIONAL PRODUCTS**

The State reserves the right to add an item(s) that is not described on the item listing and is available from the contract vendor. The item(s) may be included on the contract, only if prior written approval has been granted by the Office of Purchasing.

**QUALITY ASSURANCE**

The State reserves the right to periodically test products which have been received to verify compliance with specifications. If laboratory analysis shows that the product does not meet specifications or fails to perform satisfactorily at any time, the Contractor shall be responsible for:

1. All costs of testing and laboratory analysis.
2. Disposal and/or replacement of all products which fail to meet specifications.
3. All costs of repair and/or replacement of equipment deemed to have been damaged by substandard products as determined by the State.

**USAGE REPORTING- M.S.I.**

The Contractor may be required to report the contract usage by M.S.I. Such usage shall be reported quarterly and by item to the buyer in the Office of Purchasing, Department of Management and Budget.

**CONTRACTOR CONTACT**

NAME: Dennis J. Johnson

TITLE: Suprv of Govt Bids & Contracts

PHONE: (651) 733-0582

NAME: Richard J. LaClair

TITLE: Customer Service Leader

PHONE: (651) 575-5521

or

(800) 553-1380 x 3

**AGENCY SHIP TO ADDRESS**

ALL RELATED SUPPLIES AND EQUIPMENT NECESSARY FOR PRODUCTION OF REFLECTIVE LICENSE PLATES MUST BE DELIVERED, INSTALLED, AND OPERATIONAL AT THE;

ADRAIN CORRECTIONAL FACILITY

2727 EAST BEECHER

ADRIAN, MI

AS DEFINED IN SECTION V

Appendix II

**ITEM LISTING**

<b>Item No.</b>	<b>Quantity</b>	<b>Unit</b>	<b>Description</b>	<b>Unit Price</b>
1	10,000,000	Sq. Ft.	<b>5-Year</b> Durability reflective sheeting. Quantity to be made up of any combination of one color, two color, three color, or four color pre-printed designs. Priced as listed below, depending on amount ordered.	
			One (1) Color, 0 to 41,000 sq. ft.	<b>\$2.25</b>
			One (1) Color, Over 41,000 sq. ft.	<b>\$0.93</b>
			*Single Orders over 100,000 sq. ft.	<b>\$0.89</b>
			Two (2) Color, 0 to 41,000 sq. ft.	<b>\$2.63</b>
			Two (2) Color, Over 41,000 sq. ft.	<b>\$0.985</b>
			*Single Orders over 100,000 sq. ft.	<b>\$0.93</b>
			Three (3) Color, 0 to 41,000 sq. ft.	<b>\$3.03</b>
			Three (3) Color, Over 41,000 sq. ft.	<b>\$1.04</b>
			*Single Orders over 100,000 sq. ft.	<b>\$0.985</b>
			Four (4) Color, 0 to 41,000 sq. ft.	<b>\$3.46</b>
			Four (4) Color, Over 41,000 sq. ft.	<b>\$1.095</b>
			*Single Orders over 100,000 sq. ft.	<b>\$1.04</b>

Appendix II

**ITEM LISTING**

Item No.	Quantity	Unit	Description	Unit Price
2	100,000	Sq. Ft.	<p><b><u>5-Year</u></b> Durability reflective sheeting. Quantity to be made up of any combination of one color, two color, three color, or four color pre-printed designs. Priced as listed below, depending on amount ordered.  <b><u>*Sheeting for 7 inch motorcycle plates.</u></b></p> <p>One (1) Color, 0 to 41,000 sq. ft.</p>	<b>\$2.25</b>
			One (1) Color, Over 41,000 sq. ft.	<b>\$0.93</b>
			Two (2) Color, 0 to 41,000 sq. ft.	<b>\$2.63</b>
			Two (2) Color, Over 41,000 sq. ft.	<b>\$0.985</b>
			Three (3) Color, 0 to 41,000 sq. ft.	<b>\$3.03</b>
			Three (3) Color, Over 41,000 sq. ft.	<b>\$1.04</b>
			Four (4) Color, 0 to 41,000 sq. ft.	<b>\$3.46</b>
			Four (4) Color, Over 41,000 sq. ft.	<b>\$1.095</b>

Appendix II

**ITEM LISTING**

Item No.	Quantity	Unit	Description	Unit Price
3	25,000	Sq. Ft.	<p><b>1-Year</b> Durability reflective sheeting.                      Quantity to be made up of any combination of one color, two color, three color, or four color pre-printed designs. Priced as listed below, depending on amount ordered.</p> <p>One (1) Color, 0 to 41,000 sq. ft.</p>	<b>\$2.25</b>
			One (1) Color, Over 41,000 sq. ft.	<b>\$1.02</b>
			Two (2) Color, 0 to 41,000 sq. ft.	<b>\$2.63</b>
			Two (2) Color, Over 41,000 sq. ft.	<b>\$1.05</b>
			Three (3) Color, 0 to 41,000 sq. ft.	<b>\$3.03</b>
			Three (3) Color, Over 41,000 sq. ft.	<b>\$1.08</b>
			Four (4) Color, 0 to 41,000 sq. ft.	<b>\$3.46</b>
			Four (4) Color, Over 41,000 sq. ft.	<b>\$1.11</b>

Appendix II

ITEM LISTING

Item No.	Quantity	Unit	Description	Unit Price
4	175,000	Sq. Ft.	<b><u>5-Year</u></b> Durability reflective sheeting. <b><u>WHITE</u></b> 0 to 41,000 sq. ft.	<b>\$0.90</b>
			Over 41,000 sq. ft.	<b>\$0.90</b>
5	12,500	Sq. Ft.	<b><u>1-Year</u></b> Durability reflective sheeting. <b><u>WHITE</u></b> 0 to 41,000 sq. ft.	<b>\$0.79</b>
			Over 41,000 sq. ft.	<b>\$0.79</b>
6	50,000	Sq. Ft.	<b><u>5-Year</u></b> Durability reflective sheeting. <b><u>COLORED:</u></b> <u>availability of colors to be provided by the sheeting manufacturer.</u> 0 to 41,000 sq. ft.	<b>\$0.97</b>
			Over 41,000 sq. ft.	<b>\$0.97</b>
7	12,500	Sq. Ft.	<b><u>1-Year</u></b> Durability reflective sheeting. <b><u>COLORED:</u></b> <u>availability of colors to be provided by the sheeting manufacturer.</u> 0 to 41,000 sq. ft.	<b>\$0.81</b>
			Over 41,000 sq. ft.	<b>\$0.81</b>



DETAILED LICENSE PLATE SPECIFICATIONS

SECTION I - GENERAL

This specification shall cover the materials, performance characteristics, quality, and testing of retroreflective sheeting and all support services necessary to produce finished license plates.

A. DESCRIPTION

The retroreflective license plate shall consist of retroreflective (hereinafter referred to as "reflective" only) sheeting laminated to a specified aluminum or steel substrate which is then embossed and message roll coated according to the sheeting manufacturer's recommendations.

The reflective sheeting shall consist of lens elements enclosed within a transparent resin and shall have a precoated pressure sensitive adhesive backing protected by a removable liner. The pre-printed design, in the reflective sheeting, shall be buried below the sheeting surface to insure reliable long-term durability.

The reflective sheeting, when applied to the license plate substrate and blanked to finished size, shall contain identifying marks for purposes of on-vehicle traceability and warranty enforcement in accordance with these specifications. The warranty marks shall be buried below the sheeting surface for durability and shall incorporate the manufacturer's production run number that designates the source of manufacture, year of manufacture, and specific lot from which the material was supplied. The warranty marks shall not interfere or detract from the graphic design or reduce sheeting brightness.

Pre-printed reflective sheeting shall conform to the design, colors and sheeting type as approved by the state and reflective sheeting manufacturer.

In addition to a square foot price for pre-printed reflective sheeting, each bidder shall include pricing of plain white reflective sheeting (annual and multi-year) and any colored sheeting offered. The specifications contained herein shall apply to all standard size plate classifications and are inclusive of all special category plates issued by the state wherein reflective material is requested.

B. PREQUALIFICATION

Before any bid is considered, the vendor shall meet the following criteria:

1. To assure high quality license plate performance, durability and service, the successful sheeting manufacturer shall provide the state with proof of successful experience with other federal or



for curing of any inks and clear-coats (if required) for use in the production of completed license plates.

Vendors failing to conform to any requirement shall be disqualified.

C. PERIODIC EVALUATION

The state reserves the right to periodically evaluate the performance of materials. Samples for periodic evaluation of performance will be selected at random from materials submitted on state purchase orders. Failure of materials to comply with the requirements of this specification shall be cause for removal.

D. TECHNOLOGICAL IMPROVEMENTS

The sheeting manufacturer may, with agreement of the state, incorporate technological improvements that better optimize the license plate production process and/or license plate performance.



SECTION II - PERFORMANCE STANDARDS

A. LICENSE PLATE SHEETING

1. Substrate

The sheeting shall be laminated to a properly treated aluminum or steel substrate recommended by the sheeting manufacturer.

2. Diffuse Daytime Color

Through instrumental color testing, the diffuse daytime color of the reflective sheeting shall conform to color requirements as determined spectrophotometrically in accordance with ASTM E-1164 and E-1349, utilizing either 45/0 or 0/45 degree illumination/viewing conditions as described in E-1164 and E-1349 for retroreflective materials. Chromaticity and the Luminance Factor based on CIE tristimulus values for the 2° observer and Illuminant D65, shall be calculated in accordance with ASTM E-308.

The color specification limits for white license plate sheeting are listed below. See Appendix IV for other sheeting colors.

COLOR SPECIFICATION

Color	Chromaticity Coordinate Corner Points		Luminance Factor, Y (%)
	x	Y	
White	.303	.287	42 Min.
	.368	.353	
	.340	.380	
	.274	.316	

3. Adhesive and Protective Liner

- a. The precoated adhesive shall form a durable bond to flat license plate surfaces recommended by the reflective sheeting manufacturer. Recommendations to be supplied as part of bid.
- b. The protective liner attached to the adhesive shall be removable by peeling without soaking in water or other solvents and shall be easily removed after accelerated storage for four hours at 150°F. (66°C) under weight of 2.5 lbs. per square inch (1.14 KG per 6.45 sq. cm.). The liner shall be non-printed to permit reuse.



4. Flexibility - Embossing

The sheeting shall, when correctly applied to treated aluminum or steel, conform to the minimum/maximum tolerances for embossing and/or debossing dies as used by the manufacturing facility that supplies finished plates to the state and as recommended by the sheeting manufacturer.

5. Roll Coating

The reflective sheeting shall be roll coated and compatible with transparent and opaque colors as provided by the sheeting manufacturer.

6. Inventory Control

To assist the license plate factory with inventory control problems, the sheeting manufacturer shall mark the sheeting so that the license plate factory can employ first in/first out principles.

B. FINISHED LICENSE PLATES

Test panels shall be prepared in accordance with Section III, Para. A.

1. Retroreflective Characteristics

The coefficient of retroreflection for the sheeting shall be measured on flat, clean, finished license plate test panels and shall have the following minimum values at 0.2° observation angle, expressed as candlepower per foot-candle per square foot (candelas per lux per square meter) of material. Measurements shall be conducted in accordance with ASTM E-810, "Standard Test Method for Coefficient of Retroreflection of Retroreflective Sheeting".

Color	Entrance Angle	
	-4°	40°
White	50	16
Yellow	25	10
Orange	25	10
Lemon-Yellow	25	10
Gold	25	10
Green	18	7
Blue	18	7
Red	9	3



2. Rainfall Performance

The Coefficient of Retroreflection of the same finished license plate test panels, measured on the same flat area of the test panels, totally wet by rain, shall not be less than 90 percent of the values specified above. Wet performance measurements shall be conducted at 0.2° observation and -4° entrance angles in accordance with ASTM E-810 and using the test set-up described in section 7.10.1 of AASHTO M 268.

3. Daytime/Nighttime Color

To assist in positive daytime/nighttime identification of license plates, the color of the reflective background of the sheeting, including any pre-printed design, shall be similar in daylight and by illumination at night.

4. Cleanability

Finished license plates, manufactured in accordance with the recommendations of the reflective sheeting manufacturer, shall be easily cleansed of normal dirt accumulation by washing with water and mild detergent. A test panel shall be sprayed with water-suspended soils collected from the underside of vehicle fenders, mixed with water in the proportion of five pounds (2.27 kg) of soil to one gallon (3.78 liters) of water, and poured through a paint strainer.

The mixture shall then be sprayed onto the panel while particles are in suspension. After the panel is thoroughly dry, it shall be cleaned by washing with a mixture of water and mild detergent, rinsed with clean water and wiped dry for examination. The panel shall show no appreciable difference when compared to a new clean panel.

5. Solvent Resistance

License plates finished according to the manufacturer's recommendations shall be sufficiently solvent resistant to permit cleaning with VM&P naphtha, mineral spirits, turpentine or other solvents commonly used on vehicle finishes. Rinsed and dried, the plate surface shall show no appreciable change following cleaning.

6. Temporary Water Repellent Surface Coating

To check for temporary water repellent surface coatings, a test panel shall be exposed for 105 hours to Twin Arc Weathering per ASTM G23-81 type E. Following exposure the panel shall be washed in a 5% HCL solution for 45 seconds, rinsed thoroughly with water, dried with a soft clean cloth, and brought to equilibrium.



at 72°F plus or minus 5°F and 50% plus or minus 5% R.H. The panel shall then be measured for coefficient of retroreflection and shall maintain not less than 90% of the specified dry and wet minimum values in II.B.3 and 4. The panel shall show no appreciable discoloration, cracking, crazing, blistering, lifting or dimensional change. The surface shall continue to be essentially smooth and provide a compatible surface for direct application of validation stickers with pressure sensitive adhesive.



SECTION III - TEST PANELS AND QUALIFY CONFORMANCE

A. TEST PANELS

Finished license plate test panels 6" x 12" (15.2cm x 30.5cm) must be provided for testing and evaluation within ten (10) calendar days if required by the state, and shall be produced of the same materials, on the same equipment and by the same general processes of substrate preparation, laminating, embossing or debossing, roll coating and clear coating (if required) as the production plates, in accordance with the sheeting manufacturer recommendations. Note the following test panel exception for photometric testing.

Special test panels for photometric testing shall be produced as above, except that they shall not be embossed (or debossed) and they shall not be roll coated. The test panels shall be clear coated (if required) as specified.

All test panels must be conditioned for at least 24 hours at 72° ± 5°F (22° ± 1°C) and 50% ± 2% R.H. prior to testing.

B. QUALITY CONFORMANCE

Failure of the reflective sheeting to meet any requirement specified herein shall be cause for refusal to accept materials until evidence has been provided by the manufacturer that corrective action has been taken to eliminate deficiencies.



SECTION IV - PERFORMANCE LIFE & WARRANTIES

A. PERFORMANCE LIFE

Reflective sheeting applied and processed into finished license plates according to the sheeting manufacturer's instructions shall be considered to perform effectively for the service life specified (excluding those plates showing mechanical damage) if:

- a. The plates show no fading, cracking, blistering or peeling which will significantly impair the intended visibility or legibility of the plate, and if
- b. The clean rear plate retains at least 5 candlepower per foot candle per plate (0.46 candelas per lux per plate) for the length of the intended issued being bid.

Measurements shall be conducted at 0.2° observation angle and -4° entrance angle. Coefficient of Luminous Intensity shall be measured using the test method outlined in ASTM E-810 except that the Coefficient of Luminous Intensity shall be determined in accordance with ASTM E-808 Para. 4.2.1 and ASTM E-809 Para. 12.1.1.

B. WARRANTY PROVISIONS

For warranty purposes, the sheeting shall be marked so as to be traceable to the specific manufacturer's production run numbers from which the material originated. If at any time during the specified performance life of the reflective material provided, a one half of one percent sample of clean, rear plates produced from a given production run (identified by the integral warranty mark) reveals that 10 percent or more of that sample are found to be defective in visual or brightness performance requirements as defined herein, the vendor shall be responsible for replacement of all plates manufactured from that specific lot of material.

The sheeting manufacturer shall be responsible for all replacement coat associated with a specific lot; a maximum liability assessment of \$5.00 per plate will be invoked for failed plates associated with a specific lot. Reimbursement of the State shall be in dollars and/or materials equal to the assessed damage, at the State's discretion.

To assure effective identification, the warranty marks shall be approximately 1.125 inches in diameter on standard 6" x 12" plates and shall be of a design mutually agreed upon by the State and the sheeting manufacturer. The manufacturer may vary the number, design and placement of the marks for motorcycle or smaller license plate sizes.



The warranty marks shall be verifiable on a license plate once properly affixed to the vehicle's designated mounting area, from an approximate head-on distance of six (6) feet; warranty marks shall not be observable at 2 feet or 20 feet or when the viewer steps to one side from the head-on viewing position so as not to compete or conflict with the plate design or aesthetics, and shall not alter sheeting colors or reduce sheeting brightness below specified levels.

C. QUALITY ASSURANCE

The state reserves the right to periodically test products which have been received to verify compliance with specifications. If laboratory analysis shows that the product does not meet specifications or fails to perform satisfactorily at any time, the sheeting manufacturer shall be responsible for:

- a. All costs of testing and laboratory analysis.
- b. Disposal and/or replacement of all products which fail to meet specifications.
- c. All costs of repair and/or replacement of equipment deemed to have been damaged by substandard products, as determined by the state.
- d. Reimbursement of all costs associated with loss/waste of steel, aluminum, or other blank material which shall be caused by the substandard products supplied by the sheeting manufacturer, as determined by the state.



SECTION V - SUPPORT SERVICES

A. PLATE DESIGN SERVICES

The reflective sheeting manufacturer shall maintain a full-time professional design service to assist the state in creating a license plate of high legibility, recognizability and desired aesthetics. The sheeting manufacturer will be required to furnish sheeting based on the current license plate design/format or any approved state design. Failure to match and maintain colors in accordance with this section will be cause for contract cancellation.

Special-plate-category designs shall be provided in standard roll form so that they can be manufactured into finished plates by the same process and on the same machinery as used for the basic design(s) covered by this contract. The successful bidder must be able to provide these designs in quantities as limited as one 750 ft. roll of material. Any variance in price related to volume or the number of colors used in a particular design must be noted in the vendors bid.

The state reserves the right to redesign any or all of the plates required under these specifications during any resulting contract period.

B. TECHNICAL SERVICE

The reflective sheeting supplier shall, without additional cost, provide the license plate manufacturing shop with expert technical service and product information until the shop operating personnel are able to manufacture quality license plates. A list of expert technical service personnel and their qualifications shall be provided.

To ensure continued quality license plate manufacture, the sheeting supplier shall, without additional cost provide the state license plate manufacturing facility with a minimum of one day of on-site technical maintenance service per 100 days of actual production.

The sheeting manufacturer shall provide a list of available stocked parts to the license plate manufacturing shop. In event of equipment failure, the sheeting manufacturer shall ship stocked replacement parts by express carrier within 12 hours of notifications.

On-site technical service shall be available within 48 hours of notification by the manufacturing shop of production difficulties.



state agencies or companies involved in license plate manufacture. The successful manufacturer shall:

- a. Show evidence of successful manufacture and application of preprinted license plate sheeting, thinners, and roll coat inks as part of a totally integrated license plate system;
  - b. Provide state-of-the-art application and processing equipment (if required); the sheeting manufacturer shall also provide a list of equipment and flow diagrams with the bid;
  - c. Provide list and qualifications of experienced, full-time design, customer, technical and sales services personnel;
  - d. Provide expert installation service and on-site technical service within 48 hours at no charge; provide immediate toll-free call-in technical service;
  - e. Provide next day delivery of stocked equipment parts;
  - f. Ship sheeting rolls via 27 roll "bulk-pack" configuration for ease of handling in the license plate factory;
  - g. Conform to all performance requirements of this specification as specified in Section II and as tested by the State designated testing lab;
  - h. Properly warrant the plates produced from the manufacturer's sheeting by posting a \$1,000,000 product bond during the duration of this issue. The sheeting manufacturer shall also provide a directional warranty mark in the sheeting in accordance with Section IV.B.
  - i. Certify to provide special graphic designs in quantities as limited as one 750 ft. roll upon request by the state.
2. A corporate officer of the reflective sheeting manufacturer shall certify that the license plate materials and equipment shall perform according to this specification. Furthermore, the corporate officer shall also certify that sufficient technical services shall also be provided by the sheeting manufacturer until quality license plates are produced by the State's manufacturing facility.
  3. The sheeting manufacturer shall submit technical data exhibiting characteristics of all materials proposed.

Information submitted shall include detailed processing conditions for each phase of license plate manufacturer. Such information shall also include times and temperatures required



C. EQUIPMENT

The reflective sheeting supplier shall provide all necessary equipment for the intended contract period to manufacture reflective license plates. The successful bidder will also align and/or move all new and/or existing equipment to ensure correct manufacturing processing. The successful bidder will also install all provided equipment. This equipment is listed in APPENDIX V, which is attached to this Invitation To Bid. NOTE: All items required for any manufacturing process are considered equipment, with the single exception of "clapper dies". The first blanking line shall be installed no later than February 5, 2001. The second blanking line shall be installed no later than March 1, 2001. The delivery, installation, and operational status of this equipment on or before the dates listed is guaranteed by the successful bidder. Failure on the part of the successful bidder to deliver and install all equipment, in a fully functional manner, by the dates listed above will result in reimbursement being due the state, for damages, in the amount of \$2,000.00 per day, for each and every calendar day - or fraction thereof - that the equipment is not delivered, installed, and fully functional. Installation and training shall be acceptable upon consistently running the required line(s) at representative speeds not to exceed 100 strokes per minute, with a rejection rate of 2% or less. The acceptability of the blanks shall be determined by the issuing agency in conjunction with the license plate factory management.

A minimum of forty (40) hours of training shall be provided. All equipment must meet MIOSHA standards after installation, and during operation. State and local permits (if any) required for equipment operation or installation must be obtained by the successful bidder. If the equipment is not installed in the time and manner specified above or if any sheeting, ink, or coating fails to meet specifications, the entire order is subject to cancellation and the agency reserves the right to purchase all sheeting, ink, or and coating covered by the order from an alternate source, with the defaulting contractor reimbursing any cost differential.

Operation of manufacturing system, installation of equipment, and storage of supplies and chemicals, as well as waste discharge must comply with all federal, state, and local (Adrian, MI) standards and requirements.

The successful bidder will supply a letter verifying that all MIOSHA and all state of Michigan air/water standards will be met.

The cost of any waste materials, including metal and sheeting generated because of installation and testing of application, stretch, and registry equipment will be reimbursed to the state by the successful vendor. Any salary costs generated because the successful bidder requested to work during other than normal



work hours of the license plate employees, will be borne by the successful bidder.

Upon expiration of the existing contract, the existing sheeting supplier may offer to sell all or part of the equipment they furnished as part of the contract to the State of Michigan within thirty (30) days. If the state does not accept the offer in fifteen (15) days, the supplier's offered-for-sale equipment shall be removed within thirty (30) days, unless an extension of the sheeting contract has been negotiated with the sheeting supplier. The non-offered equipment will be removed within thirty (30) days, if an extension of the sheeting contract has not been negotiated.

D. OTHER MATERIALS

In addition to the reflectorized sheeting which is being purchased, and the equipment which is being provided by the successful bidder as laid out above in SECTION C and APPENDIX V, the successful bidder will supply, at no additional cost, all inks and/or process materials (excluding metal blanks) which will be required by the state to manufacture its finished products. The contractor will supply, and update as necessary, all formulas that the state will require in order to mix the various inks required in the silk screening and manufacturing processes.

E. HAZARDOUS MATERIALS

The successful bidder will be liable for all costs incurred for the removal of hazardous materials and waste products that result from the silk screening and manufacturing processes.



SECTION VI - PACKAGING AND SHIPPING

To ensure easy access and proper inventory control and to prevent roll damage due to double stacking, the reflective sheeting shall be shipped in bulk packages. Each package shall contain twelve (12) 750 ft. rolls per layer, be three layers high with two single packaged rolls on top. Production run sequence numbers shall be affixed to the outside of each shipping package that correspond to the materials contained therein. Each roll shall be additionally designated by a core identifier stamped or affixed with a permanent label to the inside of each roll core. Sheeting shall be shipped with no more than three (3) production lots per pallet. Mismatch of numbers on the box and inside the roll core can be cause for rejection. A shipping or packaging list shall be affixed to one box on a pallet identifying all production runs contained within the shipment.

SECTION VII - DELIVERY SCHEDULE

All deliveries shall be provided F.O.B. to the state's designated point of delivery. The first expected delivery of reflective sheeting shall be not later than thirty (30) days following official notification of contract award, initial order and receipt of state approved artwork. All subsequent orders shall be F.O.B. destination with expected delivery within 15 days after receipt.

SECTION VIII - ACCOUNTABILITY

The manufacturer shall be accountable for all sheeting from the place of manufacture to the point of delivery. All over-run materials remaining in the manufacturer's possession after discontinuation of any design or the contract's cancellation, shall be destroyed and used for no other purpose.

Engraved printing cylinders used to manufacture pre-printed sheeting shall be supplied and remain in the possession of the sheeting manufacturer until such time as the cylinders are destroyed.

The vendor must provide adequate security methods and supervision to protect sheeting from unauthorized use.

SECTION IX - PROCESSING

The reflective sheeting processing shall be in accordance with the recommendations of the manufacturer. All processing procedures for reflective material, thinners, coatings, solvents and inks must be compatible, or made compatible at the vendor expense, with equipment and procedures currently employed by the state.

Failure to meet the terms, conditions and specifications of the contract shall be considered as a breach of contract and will subject the contract to cancellation and/or any other penalty as provided for under loan or equity.

The contractor will be required to deliver all thinner, inks and clear coat if required on an "as needed" basis. Delivery in the amounts required must be completed within fifteen (15) days after receipt of order.

Projected volumes are estimates only. The contract shall be for actual amounts ordered during the selected contract production period. Delivery schedules and quantities must be coordinated with the state's designated manufacturer.



APPENDIX I

ESTIMATES OF DELIVERY QUANTITIES:

The following are the anticipated quantities of sheeting material to be delivered over the five year blanket order period. These are estimates only, and the State of Michigan is not obligated to purchase in these or any other quantities.

YEAR ONE

5-year Pre-Printed (1-4 colors)	1,250,000 square feet
5-year Pre-Printed (1-4 colors)*	20,000 square feet
1-year Pre-Printed (1-4 colors)	5,000 square feet
5-year White	35,000 square feet
1-year White	2,500 square feet
5-year Colored	10,000 square feet
1-year Colored	2,500 square feet

YEAR TWO

5-year Pre-Printed (1-4 colors)	2,500,000 square feet
5-year Pre-Printed (1-4 colors)*	20,000 square feet
1-year Pre-Printed (1-4 colors)	5,000 square feet
5-year White	35,000 square feet
1-year White	2,500 square feet
5-year Colored	10,000 square feet
1-year Colored	2,500 square feet

YEAR THREE

5-year Pre-Printed (1-4 colors)	2,500,000 square feet
5-year Pre-Printed (1-4 colors)*	20,000 square feet
1-year Pre-Printed (1-4 colors)	5,000 square feet
5-year White	35,000 square feet
1-year White	2,500 square feet
5-year Colored	10,000 square feet
1-year Colored	2,500 square feet

YEAR FOUR

5-year Pre-Printed (1-4 colors)	2,500,000 square feet
5-year Pre-Printed (1-4 colors)*	20,000 square feet
1-year Pre-Printed (1-4 colors)	5,000 square feet
5-year White	35,000 square feet
1-year White	2,500 square feet
5-year Colored	10,000 square feet
1-year Colored	2,500 square feet

\*FOR 7 INCH MOTORCYCLE PLATES, ALL OTHER PLATES ARE 12-1/16 INCH.



APPENDIX I

YEAR FIVE

5-year Pre-Printed (1-4 colors)	1,250,000 square feet
5-year Pre-Printed (1-4 colors)*	20,000 square feet
1-year Pre-Printed (1-4 colors)	5,000 square feet
5-year White	35,000 square feet
1-year White	2,500 square feet
5-year Colored	10,000 square feet
1-year Colored	2,500 square feet

ESTIMATED GRAND TOTAL FOR FIVE YEARS 10,375,000 square feet

\*FOR 7 INCH MOTORCYCLE PLATES, ALL OTHER PLATES ARE 12-1/16 INCH.



Appendix II

**ITEM LISTING**

Item No.	Quantity	Unit	Description	Unit Price
1	10,000,000	Sq. Ft.	<b>5-Year</b> Durability reflective sheeting. Quantity to be made up of any combination of one color, two color, three color, or four color pre-printed designs. Priced as listed below, depending on amount ordered.	
			One (1) Color, 0 to 41,000 sq. ft.	<b>\$2.25</b>
			One (1) Color, Over 41,000 sq. ft.	<b>\$0.93</b>
			*Single Orders over 100,000 sq. ft.	<b>\$0.89</b>
			Two (2) Color, 0 to 41,000 sq. ft.	<b>\$2.63</b>
			Two (2) Color, Over 41,000 sq. ft.	<b>\$0.985</b>
			*Single Orders over 100,000 sq. ft.	<b>\$0.93</b>
			Three (3) Color, 0 to 41,000 sq. ft.	<b>\$3.03</b>
			Three (3) Color, Over 41,000 sq. ft.	<b>\$1.04</b>
			*Single Orders over 100,000 sq. ft.	<b>\$0.985</b>
			Four (4) Color, 0 to 41,000 sq. ft.	<b>\$3.46</b>
			Four (4) Color, Over 41,000 sq. ft.	<b>\$1.095</b>
			*Single Orders over 100,000 sq. ft.	<b>\$1.04</b>



Appendix II

**ITEM LISTING**

Item No.	Quantity	Unit	Description	Unit Price
2	100,000	Sq. Ft.	<p><b>5-Year</b> Durability reflective sheeting.                      Quantity to be made up of any combination of one color, two color, three color, or four color pre-printed designs. Priced as listed below, depending on amount ordered.  <b>*Sheeting for 7 inch motorcycle plates.</b></p>	
			One (1) Color, 0 to 41,000 sq. ft.	<b>\$2.25</b>
			One (1) Color, Over 41,000 sq. ft.	<b>\$0.93</b>
			Two (2) Color, 0 to 41,000 sq. ft.	<b>\$2.63</b>
			Two (2) Color, Over 41,000 sq. ft.	<b>\$0.985</b>
			Three (3) Color, 0 to 41,000 sq. ft.	<b>\$3.03</b>
			Three (3) Color, Over 41,000 sq. ft.	<b>\$1.04</b>
			Four (4) Color, 0 to 41,000 sq. ft.	<b>\$3.46</b>
			Four (4) Color, Over 41,000 sq. ft.	<b>\$1.095</b>



Appendix II

**ITEM LISTING**

Item No.	Quantity	Unit	Description	Unit Price
3	25,000	Sq. Ft.	<b>1-Year</b> Durability reflective sheeting. Quantity to be made up of any combination of one color, two color, three color, or four color pre-printed designs. Priced as listed below, depending on amount ordered.	
			One (1) Color, 0 to 41,000 sq. ft.	<b>\$2.25</b>
			One (1) Color, Over 41,000 sq. ft.	<b>\$1.02</b>
			Two (2) Color, 0 to 41,000 sq. ft.	<b>\$2.63</b>
			Two (2) Color, Over 41,000 sq. ft.	<b>\$1.05</b>
			Three (3) Color, 0 to 41,000 sq. ft.	<b>\$3.03</b>
			Three (3) Color, Over 41,000 sq. ft.	<b>\$1.08</b>
			Four (4) Color, 0 to 41,000 sq. ft.	<b>\$3.46</b>
			Four (4) Color, Over 41,000 sq. ft.	<b>\$1.11</b>



Appendix II

ITEM LISTING

Item No.	Quantity	Unit	Description	Unit Price
4	175,000	Sq. Ft.	<b>5-Year</b> Durability reflective sheeting. <b>WHITE</b> 0 to 41,000 sq. ft.	<b>\$0.90</b>
			Over 41,000 sq. ft.	<b>\$0.90</b>
5	12,500	Sq. Ft.	<b>1-Year</b> Durability reflective sheeting. <b>WHITE</b> 0 to 41,000 sq. ft.	<b>\$0.79</b>
			Over 41,000 sq. ft.	<b>\$0.79</b>
6	50,000	Sq. Ft.	<b>5-Year</b> Durability reflective sheeting. <b>COLORED:</b> availability of colors to be provided by the sheeting manufacturer. 0 to 41,000 sq. ft.	<b>\$0.97</b>
			Over 41,000 sq. ft.	<b>\$0.97</b>
7	12,500	Sq. Ft.	<b>1-Year</b> Durability reflective sheeting. <b>COLORED:</b> availability of colors to be provided by the sheeting manufacturer. 0 to 41,000 sq. ft.	<b>\$0.81</b>
			Over 41,000 sq. ft.	<b>\$0.81</b>



APPENDIX III

COLOR SPECIFICATION

Color	Chromaticity Coordinate Corner Points		Luminance Factor, Y(%)
	x	y	
1. White	.303	.287	42 Min.
	.368	.353	
	.340	.380	
	.274	.316	
2. Yellow	.498	.412	28-38
	.557	.442	
	.479	.520	
	.438	.472	
3. Lemon Yellow	.455	.455	40-50
	.514	.485	
	.440	.558	
	.395	.508	
4. Orange	.505	.354	14-24
	.600	.360	
	.550	.412	
	.478	.385	
5. Blue	.181	.069	11-20
	.270	.220	
	.230	.250	
	.103	.246	
6. Green	.210	.275	15-25
	.280	.385	
	.180	.520	
	.080	.310	
7. Red	.613	.297	5-10
	.708	.292	
	.636	.364	
	.558	.352	



3M Traffic Control  
Materials Division

3M Center  
St. Paul, MN 55144-1000  
651 733 1110



November 9, 2000

State of Michigan  
DMB-Office of Purchasing  
PO Box 30152  
Lansing, Michigan 48909

Attn.: Andy Ghosh

Dear Mr. Ghosh;

3M thanks you for the opportunity to offer our proposal for invitation to bid number 0711000015, Sheeting, Reflectorized (For License Plates), opening November 13, 2000 at 2:00PM. 3M graphic and non-graphic sheeting's have been approved and in use in the USA since 1949.

3M™ Scotchlite™ Reflective License Plate Sheeting's are manufactured and sold by the Traffic Control Materials Division of 3M, 3M Center, St. Paul, MN 55133-3225. Authorized contact representatives are as follows:

- |                                       |   |
|---------------------------------------|---|
| 1 ) Area Sales Representative         | John Tobin<br>3M Sales Center<br>19460 Victor Parkway<br>Livonia, MI 48152-1062<br>Tel: 734-779-5190            |
| 2.) Customer Service Representative:  | Richard J. LaClair<br>3M Center Bldg. 225-5S-08<br>PO Box 33225<br>St. Paul, MN 55133-3225<br>Tel: 651-575-5521 |
| 3.) Technical Service Representative: | Tom Moroni<br>3M Center Bldg. 235-3B-55<br>St. Paul, MN 55144<br>Tel: 651-736-0887                              |



4.) Authorized 3M Signature:

Dennis J. Johnson  
3M Center Bldg. 225-5S-08  
PO Box 33225  
St. Paul, MN 55133-3225  
Tel: 651-733-0582

The products offered for this invitation are a result of continuing research and product development and meet all requirements of the specifications submitted with this invitation to bid.

If you have questions, please contact the appropriate 3M representative listed above, or call me directly.

Sincerely,

A handwritten signature in black ink that reads "Dennis J. Johnson". The signature is written in a cursive style with a large, stylized "J".

Dennis J. Johnson  
Supervisor  
Gov't Bids & Contracts



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7. Product Bulletin - 3M™ Scotchlite™ Roll Coat Colors
8. Information Folder - 3M™ Scotchlite™ Preclear Reflective License Plate Sheeting Manufacturing Procedures



3M Traffic Control  
Materials Division

3M Center  
St. Paul, MN 55144-1000  
651 733 1110



November 9, 2000

State of Michigan  
DMB-Office of Purchasing  
PO Box 30152  
Lansing, Michigan 48909

Re: Invitation to Bid # 07111000015  
Sheeting, Reflectorized (For License Plates)  
Opening November 13, 2000 at 2:00PM

**CERTIFICATION**

3M hereby certifies that the reflective materials and required state-of-the-art application and processing equipment proposed for the above referenced reflective sheeting license plates bid have been successfully utilized by other states for full license plate issues under conditions the same and different than that experienced in the State of Michigan, and will meet or exceed all requirements of the specifications submitted.

3M certifies that we will provide sufficient technical services until quality license plates are being produced by the State's manufacturing facility. 3M will also provide special graphic designs in quantities as limited as one, nine hundred foot roll, upon request by the state.

Sincerely,

Dennis J. Johnson  
Supervisor  
Gov't Bids and Contracts



**3M LICENSE PLATE BUSINESS PROFILE**

**WORLD CLASS MANUFACTURER**

3M is a world class manufacturing operation that spends 7% of its gross sales on research and development. We are consistently rated among the most admired companies in the US. We have manufactured reflective material for the production of license plates for over 50 years, and have never had a recall of license plates due to failure of our material.

**CUSTOMER SATISFACTION RECORD**

During the past five years, over 98% of all license plate sheeting orders have been delivered to our customers by the promised date.

In 1999 we had materials complaints representing less than one percent (0.65%) of our total production. These complaints were resolved quickly with virtually no impact on our customer's production schedules.

In 1999 we shipped 96.3 % of our graphic sheeting orders without customer complaints. This is remarkable considering the custom nature of this business involving over 800 different graphic license plate designs manufactured during the past year.

Over 99% of all telephone requests for technical assistance are handled immediately via our toll free hot line. The balance of the requests are handled within one hour.

99.8% of all requests for replacement parts are handled within 24 hours via next day air delivery. Requests for on-site technical service are met within 48 hours on 99.5% of all requests.

The typical scrap rate for our application system with electronic roll feed and positioning is less than 1%.



3M Company  
Traffic Control Materials Division  
Primary Technical Resources  
Scotchlite™ Reflective Sheeting

**Primary Contact:**

Tom Moroni  
Technical Service Group Leader  
BS Chemical Engineering  
29 years reflective products experience

**Technical Service Support:**

Murray Boney  
Technical Service Specialist  
BA Mathematics  
25 years reflective products experience

Rich Callister  
Technical Service Specialist  
AA Liberal Arts  
9 years reflective products experience

Craig Schmidt  
Senior Technical Service Engineer  
BS Computer Science  
2 years reflective products experience

**Research and Development Support:**

Dr. Paul Northey  
Senior Research Specialist  
Ph.D. Chemical Engineer  
2 years reflective products experience

Dr. Sundar Rajan  
Senior Product Development Specialist  
Ph.D. Chemistry  
15 years reflective products experience



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Dave Larson  
Product Development Specialist  
BS Electrical Engineering  
10 years reflective products experience

Tom Look  
Senior Product Development Specialist  
AA Mechanical Engineering  
15 years reflective products experience

Joan Henry  
Software Engineer Specialist  
BS Computer Science  
7 years reflective products experience

Bruce Orenstein  
Product Development Specialist  
BS Biology  
20 years reflective products experience

Bob Watkins  
Senior Product Development Engineer  
BS Materials Science  
7 years reflective products experience

Dr. Kanta Kumar  
Product Development Chemist  
Ph.D. Chemistry  
2 years reflective products experience

Joe Reule  
Master Technician  
7 years reflective products experience

Bob Anderson  
Senior Technician  
3 years reflective products experience



p.3

**Quality Engineering Support:**

Tom Kimble  
Quality Engineering Specialist  
BS Organic Chemistry  
16 years reflective products experience

**Management Support:**

John Stephan  
Technical Director  
BS Chemical Engineer  
1 years reflective products experience

Mark Fiegen  
Vehicle Registration Laboratory Manager  
BS Chemical Engineering  
19 years reflective products experience

Ed Shinbach  
Division Quality Manager  
MS Chemical Engineering  
26 years reflective products experience

**Additional Support:**

Additional support provided by division and corporate specialists in imaging systems, durability testing, optical performance, and license plate graphic design.



p.3

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**Additional Support:**

Additional support provided by division and corporate specialists in imaging systems, durability testing, optical performance, and license plate graphic design.



**TECHNICAL SERVICE**

3M will, without any additional cost, provide the State of Michigan license plate manufacturing facility with competent technical service and product information until the shop operating personnel are able to manufacture quality license plates in accordance with the state's requirements.

To ensure continued quality license plate manufacture, 3M will, without additional cost, provide the State of Michigan manufacturing facility with a minimum of one day of on site technical service per 100 days of actual production.

3M will provide immediate call-in technical service. We will provide expert installation service and on site technical service will be available within 48 hours of notification of the manufacturing facility of production difficulties.

In the event of equipment failure, 3M will ship stocked replacement parts by express carrier within 12 hours of difficulties.

**SECURITY MARK**

3M™ Scotchlite™ Preclear Reflective License Plate Sheeting will include an Ensure™ Image which is a state of the art security mark.

The Ensure™ Image will meet and exceed the requirements of the directional integral warranty mark portion of the specification.