

**Vendor's Offer**  
Form 201-B (RFP)  
"Return this Section with your Response"

It is required that Offeror complete, sign and submit the original of this form to the City Procurement Office with the proposal response. An unsigned "Vendor's Offer", late proposal response and/or a materially incomplete response will be considered nonresponsive and rejected.

Offeror is to type or legibly write in ink all information required below.

Company Name: <u>Trafficade Service, Inc.</u>		
Company Mailing Address: <u>2533 W. Holly St.</u>		
City: <u>Phoenix</u>	State: <u>AZ</u>	Zip: <u>85009</u>
Contact Person: <u>Jeff Johnson</u>		Title: <u>President</u>
Phone No.: <u>602-431-0911</u>	FAX: <u>602-272-2827</u>	E-mail: <u>jeff@trafficade.com</u>
<u>Company Tax Information:</u>		
Arizona Transaction Privilege (Sales) Tax No.: <u>07-479077-G</u>		or
Arizona Use Tax No.: _____		
Federal I.D. No.: <u>86-0742888</u>		
City & State Where Sales Tax is Paid: <u>Phoenix</u> , <u>Arizona</u>		
If a Tempe based firm, provide Tempe Transaction Privilege (Sales) Tax No.: _____		

**THIS PROPOSAL IS OFFERED BY**

Name of Authorized Individual (TYPE OR PRINT IN INK) Jeff Johnson

Title of Authorized Individual (TYPE OR PRINT IN INK) President

**REQUIRED SIGNATURE OF AUTHORIZED OFFEROR (MUST SIGN IN INK)**

By signing this Vendor's Offer, Offeror acknowledges acceptance of all terms and conditions contained herein and that prices offered were independently developed without consultation with any other Offeror or potential Offeror. In accordance with A.R.S. 35-393, et seq., the Offeror hereby certifies that it does not have scrutinized business operations in Iran or Sudan. Failure to sign and return this form with proposal response will be considered nonresponsive and rejected.

  
\_\_\_\_\_  
Signature of Authorized Offeror

8/28/13  
\_\_\_\_\_  
Date

(H/RFP 3-2008)

**Proposal Questionnaire**  
**“Return this Section with your Response”**

Bidder shall submit answers to the following questions. Responses will be utilized in determination of contract award.

	Question	Response	
1	Provide the address of the facility that will supply barricades and warning devices to the City of Tempe.	17046 S. Weber Dr., Chandler, AZ 85226 2533 W. Holly St., Phoenix, AZ 85009	
2	Describe your company and its history – include years in business	Trafficade was founded by current owner Jeff Johnson 23 years ago. We currently have 6 facilities and employ 175 people.	
3	Please provide contact information for the primary account representative and a backup contact for the City of Tempe. <ul style="list-style-type: none"> <li>• Contact Name</li> <li>• Phone Number</li> <li>• Cell Phone Number</li> <li>• e-mail address</li> </ul>		
			Provide contact information below
			Jeff Conant, 602-431-0911, C- 602-283-8260 jeffc@trafficade.com
4	Do you provide 24/7 service?	Yes, manned live 24/7/365 dispatch center.	
	a Provide 24/7 contact number	602-431-0911	
	b The City requires a maximum of 2 hour response to emergencies – what is your guaranteed response time for an emergency call?	1 hour maximum for deliveries and single lane closures or local street closures. 2 hours maximum for complex street closures and multiple lane closures.	
5	Provide information about your <b>local</b> inventory of devices available to the City of Tempe	Thousands of traffic control rental devices, 230 arrow boards, 90 message boards, 8 light towers	
6	Provide information about the size of your <b>local</b> delivery fleet and personal.	121 vehicles total, 70 barricade trucks, 175 people.	
7	Do you maintain an emergency reserve of barricades and warning devices?	Yes, including 2 emergency trailers loaded with various lane and street closure devices	
	a If Yes, what are the approximate reserve amounts	Thousands of devices at both our Phoenix and Chandler facilities are available for Tempe.	
8	What is your standard delivery time ARO?	.5 to 2 hours	
9	Do you agree to the City’s policy concerning missing barriers?	Yes	
10	Do all of your warning devices and flashers conform to the US Department of Transportation – Federal Highway Administration “Manual on Uniform Traffic Control Devices” (MUTCD) latest revision, in regards to design, reflectorization, and condition.	Yes	
11	Do you agree to the Terms and Conditions of this RFP?	Yes	
	a If No, explain		
12	List three (3) governmental or large corporate references for which you currently provide similar services.		

<ul style="list-style-type: none"> <li>• Firm Name</li> <li>• Contact Name</li> <li>• Phone Number</li> </ul>	Provide Reference Information Below
	City of Phoenix, John Morgan, 602-262-4483
	City of Mesa, Lenny Hulme, 480-644-3121
	City of Chandler, Steve Lindl, 480-782-3453

## Pricing Section

"Return this Section with your Response"

Quantities listed on the Price Sheet are the City's best estimate and will be used for evaluation purposes only. These quantities do not obligate the City to order or accept more than renter's actual needs and availability of appropriated funds. It is expressly understood and agreed that the resulting contract is to supply the City with its complete actual requirements for the contract period.

Rental shall be expressed in per day (24 hour) periods and include delivery, pick up, labor, vehicle mileage and any surcharges.

The City will not pay fuel surcharges.

Rental		Quantity Each	Unit Cost	Extended Cost	
1	Type 1 Barricade				
	a	Barricade Only	10,000	\$0.25	\$2,500.00
	b	Barricade with Type A Flashing Light	9,000	\$0.30	\$2,700.00
	c	Barricade with Type C Steady Burn Light	3,500	\$0.35	\$1,225.00
2	Type 2 Barricade				
	a	Barricade Only	4,000	\$0.25	\$1,000.00
	b	Barricade with Type A Flashing Light	3,500	\$0.30	\$1,050.00
	c	Barricade with Type C Steady Burn Light	1,300	\$0.35	\$455.00
3	Type 3 Barricade				
	a	Barricade Only	2,000	\$0.35	\$700.00
	b	Barricade with Type A Flashing Light	1,500	\$0.45	\$675.00
	c	Barricade with Type C Steady Burn Light	750	\$0.45	\$337.50
4	Vertical Panel				
	a	Panel Only	4,000	\$0.25	\$1,000.00
	b	Panel with Type A Flashing Light	3,500	\$0.30	\$1,050.00
	c	Panel with Type C Steady Burn Light	1,300	\$0.35	\$455.00
5	Type A Flasher Light Only		100	\$0.20	\$20.00
6	Type C Steady Burn Light Only		50	\$0.25	\$12.50
7	Signs				
	a	Small	500	\$0.25	\$125.00
	b	Medium	250	\$0.45	\$112.50
	c	Large	125	\$0.55	\$68.75
8	Stands				
	a	Vertical Sign Stand only	100	\$0.55	\$55.00
	b	Vertical Sign Stand with Type A Flashing Lamp	200	\$0.75	\$150.00
	c	Large Sign Stand Only	100	\$0.55	\$55.00
	d	Large Sign Stand with Type A Flashing Lamp	200	\$0.75	\$150.00
	e	Spring Stand	100	\$1.00	\$100.00
	f	High Level Flag Tree	50	\$0.50	\$25.00
9	Traffic Cone - 28"				
	a	Non-reflective	750	\$0.25	\$187.50
	b	Reflective	750	\$0.50	\$375.00
10	Traffic Cone - 36"				
	a	Non-reflective	250	\$0.50	\$125.00
	b	Reflective	250	\$0.75	\$187.50
11	Poly Barrel - Non-Reflective				
	a	Barrel Only	50	\$1.00	\$50.00
	b	Barrel with Type A Flashing Light	100	\$1.25	\$125.00
	c	Barrel with Type C Steady Burn Light	50	\$1.35	\$67.50
12	Poly Barrel - Reflective				

## Pricing Section

"Return this Section with your Response"

	a	Barrel Only	50	\$1.00	\$50.00
	b	Barrel with Type A Flashing Light	100	\$1.25	\$125.00
	c	Barrel with Type C Steady Burn Light	50	\$1.35	\$67.50
13		Message Board -- rental per day	4	\$55.00	\$220.00
14		Target Arrow -- rental per day	6	\$35.00	\$210.00
15		Sand Bag - filled	500	\$0.25	\$125.00
<b>Services</b>			<b>Quantity in Hours</b>	<b>Cost per Hour</b>	<b>Extended Cost</b>
1		Design Traffic Control Plan (cost per hour)	20	\$50.00	\$1000.00
2		Set up and takedown rate (per person per hour)			
	a	Monday thru Friday 8:00 am to 5:00 pm	600	\$50.00	\$30,000.00
	b	Monday thru Friday 5:00 pm to 8:00 am	200	\$50.00	\$10,000.00
	c	Weekends	200	\$50.00	\$10,000.00
	d	Holidays	50	\$50.00	\$2,500.00
3		Shadow Truck (per hour rate including driver)	20	\$50.00	\$1,000.00
<b>Purchase</b>			<b>Quantity Each</b>	<b>Cost Each</b>	<b>Extended Cost</b>
1		Sand bag with Cloth Tie	500	\$0.75	\$375.00
2		Sand bag with Cloth Tie -- filled with sand	250	\$2.25	\$562.50
3		18" Flags on a Stick	200	\$3.00	\$600.00
4		Orange Traffic cone with black base, 3 lb heavy base with "Tempe" stenciled on cone in black - 28"	400	\$10.00	\$4,000.00
5		Orange Traffic cone with black base, 3 lb heavy base with "Tempe" stenciled on cone in black - 36"	200	\$18.00	\$3,600.00
6		Specialty signs per Tempe specifications -- price per square foot	200	\$12.00	\$2,400.00
<b>Other</b>				<b>Discount</b>	
1		State discount off a list for other related items the City may order not listed above (provide a price sheet with your proposal)		%	

\* Applicable Tax 8.3 %

\* **State correct jurisdiction to receive sales tax on the Vendor's Offer, Form 201-B (RFP) included in this Request for Proposal.**

Less prompt payments discount terms of \_\_\_ % \_\_\_ days/ or net thirty (30) days. (To apply after receipt and acceptance of an itemized monthly statement.) For evaluation purposes, the City cannot utilize pricing discounts based upon payments being made in less than thirty (30) days from receipt of statement.

### Ordering and Invoice Instructions

In order to facilitate internal control and accounting, each City Department will order and must be invoiced separately. Monthly invoices must be segregated by City Department number and mailed or delivered directly to the City Customer Department. For most materials, there will be between three (3) and six (6) ordering departments. At the time an order is placed, the Contractor must obtain the ordering department's cost center numbers for billing purposes. The use of the department's cost center numbers will be in addition to the purchase order number. Once a month, the Contractor shall submit a consolidated statement which shall itemize the invoice numbers, invoice date, invoice amounts, and the total amount billed to Accounting. Discount offering will be based upon days from receipt of the consolidated monthly statement. Invoice(s) shall not show previous balances.

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Offeror is to type or legibly write in ink all information required below.

Company Name: <u>ROADSAFE TRAFFIC SYSTEMS</u>		
Company Mailing Address: <u>3015 E ILLINI</u>		
City: <u>PHOENIX</u>	State: <u>AZ</u>	Zip: <u>85040</u>
Contact Person: <u>BILL HENGEN</u>	Title: <u>BRANCH MANAGER</u>	
Phone No.: <u>602-243-1218</u>	FAX: <u>602-243-3418</u>	E-mail: <u>bhengen@roadsafetraffic.com</u>
Company Tax Information:		
Arizona Transaction Privilege (Sales) Tax No.: <u>20250778</u>		or
Arizona Use Tax No.: _____		
Federal I.D. No.: <u>26-1084418</u>		
City & State Where Sales Tax is Paid: <u>PHOENIX, ARIZONA</u>		
If a Tempe based firm, provide Tempe Transaction Privilege (Sales) Tax No.: <u>122571</u>		

## THIS PROPOSAL IS OFFERED BY

Name of Authorized Individual (TYPE OR PRINT IN INK) Bill Hengen

Title of Authorized Individual (TYPE OR PRINT IN INK) Branch Manager

## REQUIRED SIGNATURE OF AUTHORIZED OFFEROR (MUST SIGN IN INK)

By signing this Vendor's Offer, Offeror acknowledges acceptance of all terms and conditions contained herein and that prices offered were independently developed without consultation with any other Offeror or potential Offeror. In accordance with A.R.S. 35-393, et seq., the Offeror hereby certifies that it does not have scrutinized business operations in Iran or Sudan. Failure to sign and return this form with proposal response will be considered nonresponsive and rejected.

  
Signature of Authorized Offeror

9/4/13  
Date

(H:/RFP 3-2008)

**Proposal Questionnaire**  
 "Return this Section with your Response"

Bidder shall submit answers to the following questions. Responses will be utilized in determination of contract award.

	Question	Response
1	Provide the address of the facility that will supply barricades and warning devices to the City of Tempe.	3015 E ILLINI PHOENIX, AZ 85040
2	Describe your company and its history – include years in business	SEE ATTACHED
3	Please provide contact information for the primary account representative and a backup contact for the City of Tempe. <ul style="list-style-type: none"> <li>• Contact Name</li> <li>• Phone Number</li> <li>• Cell Phone Number</li> <li>• e-mail address</li> </ul>	Provide contact information below BILL HENGEN (602) 243-1218 Cell: (480) 226-1155 bhengen@roadsafetraffic.com
4	Do you provide 24/7 service?	YES
	a Provide 24/7 contact number	(602) 243-1218
	b The City requires a maximum of 2 hour response to emergencies – what is your guaranteed response time for an emergency call?	WITHIN 2 HOURS
5	Provide information about your local inventory of devices available to the City of Tempe	SEE ATTACHED
6	Provide information about the size of your local delivery fleet and personal.	SEE ATTACHED
7	Do you maintain an emergency reserve of barricades and warning devices?	YES
	a If Yes, what are the approximate reserve amounts	SEE ATTACHED
8	What is your standard delivery time ARO?	WITHIN 2 HOURS
9	Do you agree to the City's policy concerning missing barriers?	YES
10	Do all of your warning devices and flashers conform to the US Department of Transportation – Federal Highway Administration "Manual on Uniform Traffic Control Devices" (MUTCD) latest revision, in regards to design, reflectorization, and condition.	YES
11	Do you agree to the Terms and Conditions of this RFP?	YES
	a If No, explain	
12	List three (3) governmental or large corporate references for which you currently provide similar services.	

<ul style="list-style-type: none"><li>• Firm Name</li><li>• Contact Name</li><li>• Phone Number</li></ul>	Provide Reference Information Below
	SEE ATTACHED

**REFERENCE INFORMATION:**

**ORGANIZATION:** Maricopa County Public Works  
**ADDRESS:** 301 W. Jefferson #960  
**CITY/STATE/ZIP:** Phoenix, AZ 85003  
**CONTACT:** Tony Del Sol  
**TELEPHONE NUMBER:** 602-506-5619  
**EMAIL ADDRESS:** tonydelsol@mail.maricopa.gov  
**DATE OF CONTRACT INITIATION:** Various  
**TYPE OF SERVICES PROVIDED:** Traffic Control & Pavement Marking

**ORGANIZATION:** Hunter Contracting  
**ADDRESS:** 720 N. Cooper Road  
**CITY/STATE/ZIP:** Gilbert, AZ 85233  
**CONTACT:** Jeff Hamilton  
**TELEPHONE NUMBER:** 480-892-0521  
**EMAIL ADDRESS:** jeffh@huntercontracting.com  
**DATE OF CONTRACT INITIATION:** Various  
**TYPE OF SERVICES PROVIDED:** Traffic Control & Pavement Marking

**ORGANIZATION:** Haydon Building Corp  
**ADDRESS:** 4640 E Cotton Gin Loop  
**CITY/STATE/ZIP:** Phoenix, AZ 85040  
**CONTACT:** Reo Evans  
**TELEPHONE NUMBER:** 602-296-1496  
**EMAIL ADDRESS:** revans@haydonbc.com  
**DATE OF CONTRACT INITIATION:** Various  
**TYPE OF SERVICES PROVIDED:** Traffic Control & Pavement Marking

## **RoadSafe Traffic Systems, Inc. Statement of Ability**

RoadSafe Traffic Systems, Inc. (RoadSafe) and its predecessor company NES Traffic Safety L.P have been in the barricade and warning device business since 1975.

During this time we have provided barricades and warning devices to many municipalities in the greater Phoenix area. We have also provided special event, daily setups and emergency services to these municipalities in association with their individual contracts. We work regularly with all the municipalities in the Valley.

We currently have 40 employees that work out of our Phoenix location. Our current supply of equipment includes 60 arrow boards, 32 message boards, an extensive supply of warning signs and lights, water filled barrier, vertical panels, radar trailers, Intellistrobe flaggers, pedestrian fence, lights, delivery equipment and other items that are necessary to run a compliant/efficient traffic control company.

Our Phoenix branch is near 30<sup>th</sup> Street and Broadway. This location is in central Phoenix and will allow us to reach all parts of Tempe within the required time frames.

We always have staff available 24 hours a day 7 days a week. These are not simply employees on call; these are employees that are on site or working in the surrounding areas. We currently have 6 employees working on the night shift that are available to handle emergencies.

We have carefully reviewed all the requirements of this bid and are confident that we can meet or exceed all of the specifications.

### **ATSSA Certified Personnel**

All of our employees are "ATSSA Technician" certified following one year of experience and after 2 years of service they are eligible for the to be "ATSSA Supervisor" certified. We currently have the following numbers of ATSSA certified personnel:

**ATSSA Technician Certified**                      **10**

**ATSSA Supervisor Certified**                      **15**

Dan O'Connor is one of only 20 people in the US certified to teach the ATSSA Traffic Control Technician and Traffic Control Supervisor courses for ATSSA, he works for us. We have the ability to certify our drivers at any time.

Rental		Quantity Each	Unit Cost	Extended Cost	
1	<b>Type 1 Barricade</b>				
	a	Barricade Only	10,000	0.29	\$2,900.00
	b	Barricade with Type A Flashing Light	9,000	0.52	\$4,680.00
	c	Barricade with Type C Steady Burn Light	3,500	0.67	\$2,345.00
2	<b>Type 2 Barricade</b>				
	a	Barricade Only	4,000	0.29	\$1,160.00
	b	Barricade with Type A Flashing Light	3,500	0.52	\$1,820.00
	c	Barricade with Type C Steady Burn Light	1,300	0.67	\$871.00
3	<b>Type 3 Barricade</b>				
	a	Barricade Only	2,000	0.43	\$860
	b	Barricade with Type A Flashing Light	1,500	0.66	\$990
	c	Barricade with Type C Steady Burn Light	750	0.81	\$608
4	<b>Vertical Panel</b>				
	a	Panel Only	4,000	0.29	\$1,160
	b	Panel with Type A Flashing Light	3,500	0.52	\$1,820
	c	Panel with Type C Steady Burn Light	1,300	0.67	\$871
5	<b>Type A Flasher Light Only</b>				
		100	0.23	\$23	
6	<b>Type C Steady Burn Light Only</b>				
		50	0.38	\$19	
7	<b>Signs</b>				
	a	Small	500	0.41	\$205
	b	Medium	250	0.50	\$125
	c	Large	125	0.84	\$105
8	<b>Stands</b>				
	a	Vertical Sign Stands Only	100	0.36	\$36
	b	Vertical Sign Stand with Type A Flashing Lamp	200	0.59	\$118
	c	Large Sign Stand Only	100	0.84	\$84
	c	Large Sign Stand with Type A Flashing Lamp	200	1.07	\$214
	c	Spring Stand	100	2.34	\$234
	c	High Level Flag Tree	50	0.70	\$35
9	<b>Traffic Cone - 28"</b>				

10	a	Non-Reflective	750	0.29	\$218
	b	Reflective	750	0.29	\$218
	Traffic Cone - 36"				
	a	Non-Reflective	250	0.29	\$73
11	b	Reflective	250	0.29	\$73
	Poly Barrel - Non-Reflective				
	a	Barrel Only	50	0.85	\$43
	b	Barrel with Type A Flashing Light	100	1.08	\$108
12	c	Barrel with Type C Steady Burn Light	50	1.23	\$62
	Poly Barrel - Reflective				
	a	Barrel Only	50	0.85	\$43
	b	Barrel with Type A Flashing Light	100	1.08	\$108
13	c	Barrel with Type C Steady Burn Light	50	1.23	\$62
	Message Board				
14	a	Rental Per Day	4	54.00	\$216
	Target Arrow				
15	a	Rental Per Day	6	30.00	\$180
	Sand Bag				
Services	a	Filled	500	0.51	\$255
				<b>Quantity in Hours</b>	<b>Cost Per Hour</b>
1	Design Traffic Control Plan		20	45.00	\$900
2	Set up & Takedown Rate				
	a	Monday thru Friday 8:00am - 5:00pm	600	50.00	\$30,000
	b	Monday thru Friday 5:00pm - 8:00am	200	50.00	\$10,000
	c	Weekends	200	50.00	\$10,000
	d	Holidays	50	50.00	\$2,500
3	Shadow Truck				
	a	Per hour rate including driver	20	50.00	\$1,000
Purchase			<b>Quantity Each</b>	<b>Cost Each</b>	<b>Extended Cost</b>
1	Sand Bag with Cloth Tie		500	0.45	\$225

2	Sand Bag with Cloth Tie			
	a Filled with Sand	250	1.95	\$488
3	18" Flags on a stick	200	1.47	\$294
4	Orange Traffic Cone with black base, 3 lb heavy base w/ 'Tempe' stenciled on cone in black - 28"	400	9.75	\$3,900
5	Orange Traffic Cone with black base, 3 lb heavy base w/ 'Tempe' stenciled on cone in black - 36"	200	13.68	\$2,736
6	Specialty signs Per Tempe specifications	200	\$7.00/sq. ft	
<b>Other</b>			<b>Discount</b>	
1	State discount off a list for other related items the City may order not listed above (provide a price sheet w/ your proposal)			%

\* Applicable Tax \_\_\_\_\_%