

# State of Vermont

Buildings and General Services  
Office of Purchasing & Contracting  
10 Baldwin St  
Montpelier VT 05633-7501  
USA

# CONTRACT



**Vendor ID 0000018505**  
**Highway Tech Signal Equipment Sales Inc**  
**PO Box 1209**  
**Sabattus ME 04280**  
**USA**

<b>Contract ID</b> 00000000000000000000000030139		Page 1 of 5
<b>Contract Dates</b> 09/19/2015 to 09/18/2017		<b>Origin</b> CPS
<b>Description:</b> CPS-TRAFFIC SIGNAL EQUIPMENT		<b>Contract Maximum</b> \$9,999,999.00
<b>Buyer Name</b> Berini,Brian Jon	<b>Buyer Phone</b> 802/828-2217	<b>Contract Status</b> Approved

**Phone #:**

Line #	Item ID	Item Desc	UOM	Unit Price	Max Qty	Max Amt
1		Cabinets	EA	0.01000	0.00	0.00
		Trafficware P-44 Ground Mounted Traffic Control Cabinet \$13,200.00 Trafficware M Pole Mounted Traffic Control Cabinet \$12,700.00				
2		Controllers	EA	0.01000	0.00	0.00
		Trafficware 980 NEMA TS2 Type 2 Local Controller with Ethernet \$1,950.00 Trafficware 981 NEMA TS2 Type 2 Master Controller with Ethernet \$3,350.00 Trafficware ATC Traffic Controller \$2,965.00				
3		Malfunction Management Units	EA	0.01000	0.00	0.00
		Trafficware MMU 516 Malfunction Management Unit \$749.00 Trafficware MMU 516 Malfunction Management Unit RS232 \$749.00 Trafficware Tri-Color MMU 516 Malfunction Management Unit RS232 \$924.00 Trafficware MMU 516L-E LCD with Ethernet \$1,204.00				
4		Cabinet Power Supply. Trafficware NEMA TS2 Power Supply - Shelf Mount w/Test Jacks	EA	497.00000	0.00	0.00
5		Bus Interface Units (BIU). Naztec Model BIU 130 Bus Interface Unit	EA	427.00000	0.00	0.00
6		Pedestrian Equipment. Must meet 752.13 & 752.14 in Vtrans Standard Specifications for Construction	EA	0.01000	0.00	0.00
8		Detection.	EA	0.01000	0.00	0.00
		Traficon VIP Series Cameras \$1,204.00 Traficam Series Cameras \$2,060.00 FLIR FC-T Series Thermal Camera \$2,800.00 VIP Series Detection Boards; \$698.00 VIP-3D.1 \$2,280.00 VIP-3D.2 \$3,915.00 VIP-Bike \$5,695.00 FLIR TrafiRadar Hybrid Sensor \$5,915.00 Control Technologies PIM Port-1 Interface Module \$615.00 Traficon VIP Set-Up Keypad \$224.00 View Z VZ-097RTC Premium LED CCTV Monitor \$360.00 Traficon 2285-104 VIP Camera Interface Panel \$380.00				
9		Preemption.	EA	0.01000	0.00	0.00
		Tomar Strobecom II 2140 OSP Card and Card Cage \$2,770.00 Tomar Strobecom II 2090/2091 Optical Preemption Detectors \$410.00				
10		Radio Interconnect Equipment.	EA	0.01000	0.00	0.00
		Encom Wireless - Serial Radio 5200 \$1,169.00 Encom Wireless - Serial Radio 5200 \$2,046.00 Encom Wirelss - Pulse S \$1,617.00 Encom COMMPAKBB58INT Broadband Radios with integrated flat panel antennas \$1,960.00				

# State of Vermont

Buildings and General Services  
Office of Purchasing & Contracting  
10 Baldwin St  
Montpelier VT 05633-7501  
USA

# CONTRACT



**Vendor ID 0000018505**  
**Highway Tech Signal Equipment Sales Inc**  
**PO Box 1209**  
**Sabattus ME 04280**  
**USA**

<b>Contract ID</b> 0000000000000000000030139	<b>Page</b> 2 of 5
<b>Contract Dates</b> 09/19/2015 to 09/18/2017	<b>Origin</b> CPS
<b>Description:</b> CPS-TRAFFIC SIGNAL EQUIPMENT	<b>Contract Maximum</b> \$9,999,999.00
<b>Buyer Name</b> Berini,Brian Jon	<b>Buyer Phone</b> 802/828-2217
<b>Contract Status</b> Approved	

**Phone #:**

Line #	Item ID	Item Desc	UOM	Unit Price	Max Qty	Max Amt
11		Traffic Signal Heads.	EA	0.01000	0.00	0.00

3-Section Signal, Poly, Black with Visors, Louvered Alum Backplate and Red, Yellow & Green LED Balls \$388.00  
 3-Section Signal, Poly, Yellow/Black with Visors, Louvered Alum Backplate and Red, Yellow & Green LED Balls \$410.00  
 3-Section Signal, Poly, Black with Visors, Louvered Alum Backplate and Red, Yellow & Green Arrow LEDs \$410.00  
 3-Section Signal, Poly, Yellow/Black with Visors, Louvered Alum Backplate and Red, Yellow & Green LED Arrows \$435.00  
 4-Section Signal, Poly, Yellow/Black with Visors, Louvered Alum Backplate and Red, (2) Yellow & Green Arrows \$580.00  
 4-Section Signal, Poly, Black with Visors, Louvered Alum Backplate and Red, (2) Yellow & Green Arrows \$545.00  
 5-Section Signal, Poly, Black with Visors, Louvered Alum Backplate and Red, Yellow & Green LED Balls & Yellow & Green Arrows \$670.00  
 5-Section Signal, Poly, Yellow/Black with Visors, Louvered Alum Backplate and Red, Yellow & Green LED Balls & Yellow & Green Arrows \$710.00  
 Single Section Signal, Black with Visor & Amber LED \$142.00  
 Single Section Signal, Yellow/Black with Visor & Amber LED \$149.00  
 Single Section Signal, Black with Visor & Red LED \$127.00  
 Single Section Signal, Yellow/Black with Visor & Red LED \$135.00  
 Two Way Flashing Beacon Assembly, Includes (2) Single Section Signals (Y/B or Black) w LEDs and 2-Way Span Wire Mounting Hardware \$470.00  
 Three Way Flashing Beacon Assembly, Includes (3) Single Section Signals (Y/B or Black) w LEDs (1 Red & 2 Amber) and 3-Way Span Wire Mounting Hardware \$615.00  
 Four Way Flashing Beacon Assembly, Includes (4) Single Section Signals (Y/B or Black) w LEDs (2 Red & 2 Amber) and 4-Way Span Wire Mounting Hardware \$725.00  
 Louvered Aluminum Backplate for 3-Section Signal \$54.00  
 Louvered Aluminum Backplate for 4-Section Signal \$69.00  
 Louvered Aluminum Backplate for 5-Section Doghouse Signal \$109.00  
 12" Red Ball LED, Gelcore DR6-RTFB-77A \$49.00  
 12" Amber Ball LED, Gelcore DR6-YTFB-77A \$66.00  
 12" Green Ball LED, Gelcore DR6-GCFB-77A \$65.00  
 12" Red Arrow LED, Gelcore DR6-RTAAN-17A \$57.00  
 12" Amber Arrow LED, Gelcore DR6-YTAAN-17A \$59.00  
 12" Green Arrow LED, Gelcore DR6-GCAAN-17A \$77.00  
 12" Bi-Modal Arrow LED, Gelcore DR6-ECA6-01A \$145.00  
 16" Ped Signal Housing (Yellow OR Black) with Vantage Visor & GE Countdown Ped Signal Module \$343.00  
 Campbell Company AGPS-915 Advisor Guide with 9" x 15" Sign \*\* \$595.00  
 Encom Pulse Radio with Surge Protection, Yagi Antenna, Antenna Cable & Mounting Hardware, etc includes everything for a complete installation at one location. \$2,494.00

12		CATEGORY INCENTIVES	EA	0.01000	0.00	0.00
----	--	---------------------	----	---------	------	------

Pedestrian Signal Equipment 5%  
 Traffic Signal Heads including Lenses, Housing & Backplates 5%  
 Traffic Signal Mounting Equipment 5%  
 Intelligent Warning Systems 5%  
 (Solar powered electronic signs, etc.) 5%

**CONTRACT TERMS AND ADDITIONAL INFORMATION**

STATE OF VERMONT ATTACHMENT C: STANDARD STATE CONTRACT PROVISIONS DATED SEPTEMBER 1, 2015 AND ATTACHMENT D: COMMODITY PURCHASES TERMS AND CONDITIONS DATED NOVEMBER 10, 2010 ARE ATTACHED AND INCORPORATED AS PART OF THIS ORDER.

TERMS: NET 30 DAYS

QUANTITY: THE ANNUAL VALUE AND QUANTITIES ARE ESTIMATED ONLY BASED ON PRIOR USAGE; ACTUAL PURCHASES MAY BE HIGHER OR LOWER DEPENDING ON THE STATE'S NEEDS. THE CONTRACT MAXIMUM IS NOT REFLECTIVE OF ACTUAL USAGE.



# State of Vermont

Buildings and General Services  
Office of Purchasing & Contracting  
10 Baldwin St  
Montpelier VT 05633-7501  
USA

# CONTRACT



**Vendor ID 0000018505**  
**Highway Tech Signal Equipment Sales Inc**  
**PO Box 1209**  
**Sabattus ME 04280**  
**USA**

<b>Contract ID</b> 0000000000000000000030139	<b>Page</b> 4 of 5	
<b>Contract Dates</b> 09/19/2015 to 09/18/2017	<b>Origin</b> CPS	
<b>Description:</b> CPS-TRAFFIC SIGNAL EQUIPMENT	<b>Contract Maximum</b> \$9,999,999.00	
<b>Buyer Name</b> Berini,Brian Jon	<b>Buyer Phone</b> 802/828-2217	<b>Contract Status</b> Approved

**Phone #:**

Line #	Item ID	Item Desc	UOM	Unit Price	Max Qty	Max Amt
--------	---------	-----------	-----	------------	---------	---------

AGENCIES & DEPARTMENTS ARE REQUESTED TO ADVISE THE PURCHASING AGENT AT ONCE OF THE FAILURE ON THE PART OF THE CONTRACTOR TO FULFILL ANY OF THE TERMS OR CONDITIONS OF THIS CONTRACT.

PLEASE REFER TO THE ASSIGNED CONTRACT NUMBER/PURCHASE ORDER # ON ALL CORRESPONDENCE, DELIVERY DOCUMENTS AND INVOICES.

PERFORMANCE / CONTRACT PERIOD: THIS CONTRACT IS WRITTEN FOR AN INITIAL TWO (2) YEAR TERM, WITH OPTIONS TO EXTEND FOR TWO ADDITIONAL ONE-YEAR PERIODS UPON MUTUAL AGREEMENT OF BOTH PARTIES.

#### PERFORMANCE MEASUREMENTS

1. DELIVERY IS REQUIRED WITHIN TWO WEEKS OF ACCEPTANCE OF A PURCHASE ORDER, UNLESS THE CONTRACTOR HAS ADVISED THE CUSTOMER ON AN ALTERNATE DELIVERY SCHEDULE (EXAMPLE-LONGER LEAD-TIME DUE TO MANUFACTURING CYCLE WHEN ORDERED FROM OEM). THE ACCEPTABLE QUALITY LEVEL FOR ON TIME DELIVERY WILL BE 99%; THE CUSTOMER WILL REPORT ANY DELIVERIES THAT DO NOT MEET THE CONTRACTORS PROMISED DELIVERY DATE TO THE STATE CONTRACT MANAGER. CONTRACTORS DELIVERY PERFORMANCE WILL BE REVIEWED IN PERIODIC CONTRACT REVIEW MEETINGS BETWEEN THE STATE OF VERMONT (SOV) AND THE CONTRACTOR.
2. THE CONTRACTOR MUST COMPLETE THE REPORTING REQUIREMENTS OUTLINED IN THE RFP AND IN THIS CONTRACT, A FAILURE BY THE CONTRACTOR TO COMPLETE THEIR QUARTERLY REPORTING ON TIME IN TWO CONSECUTIVE QUARTERS WILL RESULT IN A CONTRACT REVIEW WITH POTENTIAL CONSEQUENCES AS SEVERE AS TERMINATION.
3. ORDERING - SUPPLIER MUST RESPOND TO CUSTOMERS REQUESTS FOR TECHNICAL INFORMATION, PRICING, AND DELIVERY INFORMATION WITHIN 48 HOURS OR LESS OF THE FIRST CONTACT BY THE CUSTOMER. THE CUSTOMER WILL REQUIRE A 99% COMPLIANCE TO THIS REQUIREMENT, WITH THE CUSTOMER REPORTING ANY CONTRACTOR NON-COMPLIANCE TO THE STATE CONTRACT MANAGER. THE CONTRACTORS CUSTOMER RESPONSE PERFORMANCE WILL BE REVIEWED IN PERIODIC CONTRACT REVIEW MEETINGS BETWEEN THE SOV AND THE CONTRACTOR.

THE VISA PURCHASING CARD MAY BE USED AS A FORM OF PAYMENT UNDER THIS CONTRACT.

#### SALES POC INFORMATION:

MICHAEL STEWART  
207-375-8248  
mike@highwaytec.com

IF YOU HAVE ANY QUESTIONS REGARDING THIS DOCUMENT PLEASE CONTACT:

BRIAN BERINI  
SENIOR PURCHASING AGENT  
PHONE: 802-828-2217  
FAX: 802-828-2222  
brian.berini@vermont.gov

# State of Vermont

Buildings and General Services  
Office of Purchasing & Contracting  
10 Baldwin St  
Montpelier VT 05633-7501  
USA

# CONTRACT



**Vendor ID 0000018505**  
**Highway Tech Signal Equipment Sales Inc**  
**PO Box 1209**  
**Sabattus ME 04280**  
**USA**

<b>Contract ID</b> 000000000000000000000000030139		<b>Page</b> 5 of 5
<b>Contract Dates</b> 09/19/2015 to 09/18/2017		<b>Origin</b> CPS
<b>Description:</b> CPS-TRAFFIC SIGNAL EQUIPMENT		<b>Contract Maximum</b> \$9,999,999.00
<b>Buyer Name</b> Berini,Brian Jon	<b>Buyer Phone</b> 802/828-2217	<b>Contract Status</b> Approved

**Phone #:**

Line #	Item ID	Item Desc	UOM	Unit Price	Max Qty	Max Amt
--------	---------	-----------	-----	------------	---------	---------

WE THE UNDERSIGNED PARTIES AGREE TO BE BOUND BY THIS CONTRACT

By the STATE of VERMONT

By the CONTRACTOR

Date: \_\_\_\_\_

Date: \_\_\_\_\_

Signature: \_\_\_\_\_

Signature: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

Email: \_\_\_\_\_

Email: \_\_\_\_\_