



**COUNTY OF HENRICO
DEPARTMENT OF FINANCE
PURCHASING DIVISION
CONTRACT EXTRACT
NOTICE OF AWARD**

DATE:	May 11, 2022
CONTRACT COMMODITY/SERVICE: <i>(include contracting entity if cooperative)</i>	Traffic Signs, Posts, Fastners and Related Tools
CONTRACT NUMBER:	2322A
COMMODITY CODE:	570.44
CONTRACT PERIOD:	June 1, 2022 through May 31, 2023
RENEWAL OPTIONS:	4 renewals remaining through May 31, 2027
USER DEPARTMENT:	Public Works
Contact Name:	Matt Mawyer / John Cejka
Phone Number:	804-727-8282
Email Address:	maw001@henrico.us / cej@henrico.us
HENRICO COOPERATIVE TERMS INCLUDED:	Yes
SUPPLIER: Name:	Korman Signs, Inc.
Address:	3029 Lincoln Avenue
City, State:	Henrico, VA 23228
Contact Name:	Sarah Korman Boutwell
Phone Number:	804-262-6050
Email address:	korman@kormansigns.com
ORACLE SUPPLIER NUMBER:	6343
BUSINESS CATEGORY:	Small, Woman-Owned
PAYMENT TERMS:	Net 30
DELIVERY:	As needed and requested
FOB:	County of Henrico
BUYER: Name:	Melody E. Jett
Title:	Procurement Analyst I
Phone:	804-501-5679
Email:	jet005@henrico.us

This contract is the result of a competitive solicitation issued by the Department of Finance, Purchasing Division. A requisition must be generated for all purchases made against this contract and the requisition must reference the contract number.



COMMONWEALTH OF VIRGINIA
County of Henrico

Goods Contract
Contract No. 2322A

This Goods Contract (this "Contract") entered into this 6th day of May 2022, by the County of Henrico, Virginia (the "County") and Korman Signs, Inc., a Virginia Corporation, and its successors it assigns (the "Contractor").

SCOPE OF CONTRACT: The Contractor shall furnish all materials, equipment, and labor necessary to provide Traffic Signs, Post, Fasteners & Related Tools to the County as set forth in the Contract Documents.

COMPENSATION: The compensation the County will pay to the Contractor under this Contract shall be found in Appendix A.

CONTRACT TERM: The Contract term shall be for a period of 1 year beginning June 1, 2022 and ending May 31, 2023. The County may renew the Contract for up to 4 one-year terms giving 30 days' written notice before the end of the term unless Contractor has given the County written notice that it does not wish to renew at least 90 days before the end of the term.

CONTRACT DOCUMENTS: This Contract hereby incorporates by reference the documents listed below (the "Contract Documents") which shall control in the following descending order:

1. This Goods Contract between the County and Contractor.
2. Invitation for Bid No. 22-2322-3MEJ, dated April 1, 2022 (as modified by any addenda).
3. The Contractor's bid dated May 2, 2022.

IN WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound hereby.

Korman Signs, Inc.
3029 Lincoln Avenue
Henrico, VA 23228

County of Henrico, Virginia
P.O. Box 90775
Henrico, VA 23273-0775

Sarah Korman Boutwell
Signature

Oscar Knott
Signature

Sarah Korman Boutwell President
Printed Name and Title

Oscar Knott, CPP, CPPO, VCO
Purchasing Director

5/11/2022
Date

5/11/22
Date

APPROVED AS TO FORM

[Signature]
COUNTY ATTORNEY

Appendix A

Lot A : Traffic Signs & Posts

Item	Description	Product No.	Unit Price
1	10' x 2" x 2" (14 gauge) Galvanized Steel, fully punched Unistrut Telespar or approved equal.	PST510X2GA14	\$ 43.90
2	10' x 2.5" x 2.5" (14 Gauge) Galvanized Steel, fully punched Unistrut Telespar or approved equal.	PSTS10X2.5GA12	\$ 65.10
3	10' x 2" x 2" (14 Gauge) Gloss Powder Coated "Fawn Brown" (RAL #8007) Unistrut Quik Punch Telespar or approved equal.	PSQP10X2GA14811	\$ 76.80
4	30" x 2.25" x 2.25" (12 Gauge) Galvanized Steel, fully punched Unistrut Telespar or approved equal.	PSTS30X2.25GA12P	\$ 16.10
5	30" x 3" x 3" X 7"(Gauge Anchor) Galvanized Steel, fully punched Unistrut Telespar or approved equal.	PSTSHDA250-36GKIT	\$ 54.80
6	12" x 1.75" x 1.75" (14 Gauge) Galvanized Steel, fully punched Unistrut Telespar or approved equal.	PSTS1X1.75GA14	\$ 5.96
7	9" Telespar, compatible with 2" square post, or approved equal.	HHEN9S	\$ 8.90
8	6" Telespar, compatible with 2" square post, or approved equal.	HHEN6S	\$ 9.85
9	9" Flat, compatible with 4" x 4" square post, or approved equal.	HHEN9	\$ 9.60
10	6" Flat, compatible with 4" x 4" square post, or approved equal.	HHEN6	\$ 10.80
11	2" x 2" Unistrut Telespar, Cast Aluminum, Gloss Powder Coat "Fawn Brown" (RAL #8007) or approved equal.	HCC22BN	\$ 8.40
12	12' x 2.5" x 2.5" x 12 (Gauge) Galvanized Steel, fully punched Unistrut Telespar or approved equal.	PSTS12X2SGA12	\$ 78.20
13	36" x 2.25" x 2.25" (12 Gauge) Galvanized Steel, fully punched Unistrut Telespar or approved equal.	PST536X2.25GA12P	\$ 19.30
14	Soil Stabilizer (bolt on)	PASS10.250E	\$ 19.40
15	1' x 2.5" (12 Gauge) Reinforcing Sleeve	PSTS12X2.35GA12	\$ 8.60

Lot B: Fasteners, Nuts, Bolts & Post Panels

Item	Description	Product No.	Unit Price
1	5/16" x 2.5" Corner bolt with flange, Xcessories Squared Product #CB516- M-Z or approved equal.	HFCBFN516ME	\$ 0.72
2	3/8"-16 x 1" Carriage for Sign Bracket. Fastenal Part #21355 or approved equal.	HFG26CC102	\$ 0.88
3	3/8"-16 Steel Hex Nut with Plain Finish, for Carriage Bolt. Grainger Product #2FE57 or approved equal.	HFG26CHNZ	\$ 0.38
4	5/16" Flange Nut, Xcessories Squared Product #FN516-Z or approved equal.	HFFN516E	\$ 0.18
5	3/8" Aluminum Breakaway Nut, Tufnut Product #VNA37 or approved equal.	HFF-6CHBNA	\$ 1.16
6	3/8" Aluminum Shell, Steel Drive Rivet with Nylon Washer. Xcessories Squared Product #DRAS3878-06-W or approved equal.	HFDR3878-06-W	\$ 0.88
7	DG3 Sheeting, 2.5" x 6' with Protrusion for U-Channel Groove. Alpolic 350 with 3M Brand, Red Color, Diamond Grade Sheeting, Item #4092 or approved equal.	SE772.5DGR	\$ 21.60
8	DG3 Sheeting, 2" x 6' flat for Telespar. Alpolic 350 with 3M Brand, Red Color, Diamond Grade Sheeting, Item #4092 or approved equal.	SD722DGR	\$ 19.80
9	DG3 Sheeting, 2.5" x 6' with Protrusion for U-Channel Groove. Alpolic 350 with 3M Brand, Fluorescent Yellow Color, Diamond Grade Sheeting, Item #4081 or approved equal.	SD722.5DGFYG	\$ 21.60
10	DG3 Sheeting, 2" x 6' flat for Telespar. Alpolic 350 with 3M Brand, Fluorescent Yellow Color, Diamond Grade Sheeting, Item #4081 or approved equal.	SD722DGFYG	\$ 19.55
11	Surface Mount Kleen Break Assembly With Wedge Bolts, KB1	P=003542520-6	\$ 114.00
12	Ground Mount Kleen Break Assembly (Soil Anchor)	1PAUBS42520-G	\$ 114.00
13	Shear Bolt, 5/8" - 11x4" Model 425, SBH	PASBH58402	\$ 8.55
14	Rubber Bushing, 3" O.D. x 1.3" I.D. x 0.0825", RB30	PARB30EPOM	\$ 5.80
15	Post to Coupler Locking Wedge, LWX35	PALWX35-G	\$ 8.95
16	U-Flex Surface Mount 36" White Urethane Post With Round Top & Square Receiver 3"X12" White Orafol AR1000 Sheeting Wraps (2per post)	1RVEP36W3U3	\$ 69.40
17	White 7x7 Base, 3/8" x6" Pin, & 5/16"x2-1/2 Flange Bolt & Lock Nut	1RVEW7	\$ 9.60
18	U-Flex Surface Mount 36" Yellow Urethane Post 36" Yellow Urethane Post3"X12" Yellow Orafol AR1000 Sheeting Wraps (2per post)	1RVEP36Y3U3	\$ 69.40
19	Yellow 7x7 Base, 3/8" x6" Pin, & 5/16"x2-1/2 Flange Bolt & Lock Nut	1RVEY4	\$ 9.60
20	Butyl Pad 8X8 Post Adhesive	PRSH-22	\$ 5.30
21	Super Bituminous Pad Gray 8"X8"	1RV8434056	\$ 4.40

Lot C: Post Extraction & Replacement Tools

Item	Description	Product No.	Unit Price
1	Slug Punch: Xcessories Squared Part #SP8-4375 or approved equal.	PASB8-4375	\$ 94.00
2	Square Signpost Extractor (2" – 2 1/2"). JackJaw Part #JJ0304 or approved equal.	1RV.1.1304	\$ 615.00

I. SCOPE OF WORK/SERVICES

A. Cooperative Procurement.

This procurement is being conducted by the County of Henrico, Virginia on behalf of all other public bodies of the Commonwealth of Virginia in accordance with the provisions of 2.2-4304 of the Code of Virginia, as amended. If agreed to by the Successful Bidder, other public bodies of the Commonwealth of Virginia may make purchases under the resulting contract at the prices set forth herein and in accordance with its terms, conditions and specifications, subject to any modifications necessary to comply with local policy or practice to which the Successful Bidder agrees. The Successful Bidder shall deal directly with any public body it authorizes to use the resulting contract. The County, its officials and its staff are not responsible for placement of orders, invoicing, payments, contractual disputes, or any other transactions between the Successful Bidder and any other public bodies, and in no event shall the County, its officials or staff be responsible for any costs, damages or injury resulting to any party from use of a County contract. The County assumes no responsibility for any notification of the availability of the resulting contract for use by other public bodies, but the Successful Bidder may conduct such notification.

B. Item Specifications.

Lot A: Telespar Posts, Anchors, Brackets & Caps

1. Post: 10' x 2" x 2" (14 gauge) Galvanized Steel Square Tubing, fully punched Unistrut Telespar or approved equal.

Post must be hot-rolled carbon sheet steel, structural quality, ASTM designation A570, Grade 50. Yield strength after cold forming is 60,000 PSI minimum. Finished product must be manufactured from hot-dipped galvanized steel conforming to ASTM A653, G90, Structural Quality, Grade 50, Class 1. The corner weld shall be zinc coated after scarfing operation. The product must also be coated with a chromate conversion coating and clear organic polymer topcoat. Both the exterior and interior of the post shall be galvanized.

2. Post: 10' x 2.5" x 2.5" (12 Gauge) Galvanized Steel Square Tubing, fully punched Unistrut Telespar or approved equal.

Post must be hot-rolled carbon sheet steel, structural quality, ASTM designation A570, Grade 50. Yield strength after cold forming is 60,000 PSI minimum. Finished product must be manufactured from hot-dipped galvanized steel conforming to ASTM A653, G90, Structural Quality, Grade 50, Class 1. The corner weld shall be zinc coated after scarfing operation. The product must also be coated with a chromate

conversion
coating and clear organic polymer topcoat. Both the exterior and interior of the
post
shall be galvanized.

3. Post: 10' x 2" x 2" (14 Gauge) Gloss Powder Coated "Fawn Brown" (RAL #8007)
Unistrut Quik Punch Telespar or approved equal.

Post must be hot-rolled carbon sheet steel, structural quality, ASTM
designation
A1011, Grade 50. Finished product must be hot-dipped, galvanized Zinc
per
AASHTOM-120, followed by a chromate conversion coating and clear organic
exterior
coating. The inside surface shall be given corrosion protection by an on-line
application
of full Zinc-based organic coating, tested in accordance with ASTM B117.

4. Anchor: 30" x 2.25" x 2.25" (12 Gauge) Galvanized Steel, fully punched Unistrut
Telespar or approved equal.

Post must be hot-rolled carbon sheet steel, structural quality, ASTM designation
A570, Grade 50. Yield strength after cold forming is 60,000 PSI minimum.
Finished product
must be manufactured from hot-dipped galvanized steel conforming to ASTM
A653, G90, Structural Quality, Grade 50, Class 1. The corner weld shall be zinc
coated after
scarfing operation. The product must also be coated with a chromate
conversion
coating and clear organic polymer topcoat. Both the exterior and interior of the
post
shall be galvanized.

5. Post: 30" x 2.75" x 2.75" (14 Gauge) Galvanized Steel, fully punched Unistrut
Telespar or approved equal.

6. Splice: 12" x 1.75" x 1.75" (14 Gauge) Galvanized Steel, fully punched Unistrut
Telespar or approved equal.

Post must be hot-rolled carbon sheet steel, structural quality, ASTM designation
A570,
Grade 50. Yield strength after cold forming is 60,000 PSI minimum. Finished
product
must be manufactured from hot-dipped galvanized steel conforming to ASTM
A653,
G90, Structural Quality, Grade 50, Class 1. The corner weld shall be zinc coated
after
scarfing operation. The product must also be coated with a chromate
conversion
coating and clear organic polymer topcoat. Both the exterior and interior of the
post

shall be galvanized.

7. Bracket: 9" Telespar, compatible with 2" square post, or approved equal.

Bracket must be made of 6061-T6 aluminum alloy, certified to ASTM B-221 with standard milled finish. See Attachment E for specifications.

8. Bracket: 6" Telespar, compatible with 2" square post, or approved equal.

Bracket must be made of 6061-T6 aluminum alloy, certified to ASTM B-221 with standard milled finish. See Attachment F for specifications.

9. Bracket: 9" Flat, compatible with 4" x 4" square post, or approved equal.

Bracket must be made of 6061-T6 aluminum alloy, certified to ASTM B-221 with standard milled finish. See Attachment G for specifications.

10. Bracket: 6" Flat, compatible with 4" x 4" square post, or approved equal.

Bracket must be made of 6061-T6 aluminum alloy, certified to ASTM B-221 with standard milled finish. See Attachment H for specifications.

11. Post Cap: 2" x 2" Unistrut Telespar, Cast Aluminum, Gloss Powder Coat "Fawn Brown" (RAL #8007) or approved equal.

12. Post: 12' x 2.5" x 2.5" (14 Gauge) Galvanized Steel, fully punched Unistrut Telespar or approved equal.

13. Post: 36" x 2.25" x 2.25" (12 Gauge) Galvanized Steel, fully punched Unistrut Telespar or approved equal.

14. Soil Stabilizer (bolt on) or approved equal.

15. 1' x 2.5" (12 Gauge) Reinforcing Sleeve or approved equal.

Lot B: Fasteners, Nuts, Bolts & Post Panels

1. Bolt: 5/16" x 2.5" Corner bolt with flange, Xcessories Squared Product #CB516-M-Z or approved equal.

Product shall conform to ASTM A307, Grade A, with ASTM B695, Class 25 Finish.

2. Bolt: 3/8"-16 x 1" Carriage for Sign Bracket. Fastenal Part #21355 or approved equal.

Product shall conform to ASTM A307, Grade A, with ASTM F1941 finish (Fe/Zn 3AT).

3. Nut: 3/8"-16 Steel Hex Nut with Plain Finish, for Carriage Bolt. Grainger Product #2FE57 or approved equal.
4. Nut: 5/16" Flange Nut, Xcessories Squared Product #FN516-Z or approved equal.

Product shall conform to ASTM A194 with ASTM B695, Class 25 finish.

5. Nut: 3/8" Aluminum Breakaway Nut, Tufnut Product #VNA37 or approved equal.
6. Drive Rivet: 3/8" Aluminum Shell, Steel Drive Rivet with Nylon Washer. Xcessories Squared Product #DRAS3878-06-W or approved equal.
7. DG3 Sheeting, 2.5" x 6' with Protrusion for U-Channel Groove. Alpolic 350 with 3M Brand, Red Color, Diamond Grade Sheeting, Item #4092 or approved equal. Please see Attachment J for specifications.
8. DG3 Sheeting, 2" x 6' flat for Telespar. Alpolic 350 with 3M Brand, Red Color, Diamond Grade Sheeting, Item #4092 or approved equal. Please see Attachment I for specifications.
9. DG3 Sheeting, 2.5" x 6' with Protrusion for U-Channel Groove. Alpolic 350 with 3M Brand, Fluorescent Yellow Color, Diamond Grade Sheeting, Item #4081 or approved equal. Please see Attachment J for specifications.
10. DG3 Sheeting, 2" x 6' flat for Telespar. Alpolic 350 with 3M Brand, Fluorescent Yellow Color, Diamond Grade Sheeting, Item #4081 or approved equal. Please see Attachment I for specifications.
11. Surface Mount Kleen Break Assembly With Wedge Bolts, KB1 or approved equal. Please see Attachment K for specifications.
12. Ground Mount Kleen Break Assembly (Soil Anchor) or approved equal.
13. Shear Bolt, 5/8" - 11x4" Model 425, SBH or approved equal. Please see Attachment K for specifications.
14. Rubber Bushing, 3" O.D. x 1.3" I.D. x 0.0825", RB30 or approved equal. Please see Attachment K for specifications.
15. Post to Coupler Locking Wedge, LWX35 or approved equal. Please see Attachment K for specifications.
16. U-Flex Surface Mount 36" White Urethane Post With Round Top & Square Receiver 3"X12" White Orafol AR1000 Sheeting Wraps (2per post) or approved equal.
17. White 7x7 Base, 3/8" x6" Pin, & 5/16"x2-1/2 Flange Bolt & Lock Nut or approved equal.

18. U-Flex Surface Mount 36" Yellow Urethane Post 36" Yellow Urethane Post 3"X12" Yellow Orafol AR1000 Sheeting Wraps (2per post) or approved equal.
19. Yellow 7x7 Base, 3/8" x6" Pin, & 5/16"x2-1/2 Flange Bolt & Lock Nut or approved equal.
20. Butyl Pad 8X8 Post Adhesive or approved equal.
21. Super Bituminous Pad Gray 8"X8" or approved equal.

Lot C: Post Extraction & Replacement Tools

1. Slug Punch: Xcessories Squared Part #SP8-4375 or approved equal.
2. Square Signpost Extractor (2" – 2 1/2"). JackJaw Part #JJ0304 or approved equal.

C. General Requirements.

1. The Successful Bidder shall furnish and provide inside delivery of Traffic Signposts, Fasteners and Related Tools to the Department of Public Works, Traffic Engineering Division, located at 10431 Woodman Road, Glen Allen, VA 23060.
2. All shipping and associated costs must be included in the price of the products.
3. The Successful Bidder shall be a firm regularly engaged in the sale and service of products as listed within the Invitation for Bid, and an authorized supplier of the products specified.
4. If Bidding an "equal" product, Bidder must include complete product specifications, dimensions and drawings with their bid submission. Failure to provide this documentation may result in your bid being declared non-responsive. Product samples may be requested.
5. After the award of the Contract, the Successful Bidder shall NOT substitute any product without written approval from the Director of Traffic Engineering.
6. Should the Successful Bidder fail to deliver product(s) as contracted, the County may procure the product(s) from other sources and hold the Successful Bidder responsible for any excess cost. Such excess cost shall be deducted from the funds already due to Successful Bidder.
7. The County reserves the right to cancel the Contract at any time should the Successful Bidder fail to furnish products meeting the standards and quantities established in the contract.

8. The County shall not be obligated to purchase or pay for products until they are ordered and received by authorized representatives of the County.
9. The County reserves the right to conduct any tests or evaluations deemed necessary to determine conformance of offered product within the specifications required. Standard tests may be conducted for any items delivered for the purpose of insuring satisfactory contractor performance. All products in this solicitation and resultant contract will also be subject to random product testing during the term of the contract.

F. Delivery Requirements.

1. The Department of Public Works, Traffic Engineering Division shall place individual or bulk orders with the Successful Bidder. These orders shall be placed via an agreed upon electronic method. If the Traffic Engineering Division is unable to place orders via electronic method, the Successful Bidder shall accept paper orders via email or fax.
2. The Successful Bidder shall provide 'as needed' deliveries. There shall be no additional delivery or fuel charges. Deliveries shall be made to:

County of Henrico
Public Works, Traffic Engineering Division
10431 Woodman Road
Glen Allen, VA 23060

3. Deliveries must be made within four (4) weeks of order.
4. The Traffic Engineering Division reserves the right to refuse any product delivered that has not been approved or ordered by an authorized representative.
5. The County has the right to refuse delivery of any damaged products. Damaged products shall be exchanged, or credit shall be issued on delivery ticket/invoice via credit memo.
6. The County agrees to only pay the contract price for items listed on the contract. If during the life of the contract, non-contract products are requested, the Successful Bidder must first obtain permission from the Director of Traffic Engineering before delivery of products. If permission is not granted, the County will not take financial responsibility for the products.

G. Invoicing Requirements.

1. The Successful Bidder shall submit itemized invoices with attachment(s) for payment. Invoices shall include, but not be limited to, Purchase order number(s), list of supplied materials, part numbers, quantities of parts, discount off MSRP, price, and total cost of materials purchased.

2. Unauthorized invoice charges will not be accepted. Any invoice submitted for payment with questionable charges will be returned to the Successful Bidder for review and must be resubmitted with an explanation as to the reason for the unauthorized charges.
3. Invoices shall be made to:

County of Henrico
Public Works, Traffic Engineering Division
P.O. Box 90775
Henrico, VA 23273-0775