ANNE ARUNDEL COUNTY
MARYLAND

Steven R. Schuh
County Executive

Heritage Office Complex
Office of Central Services
Purchasing Division
2660 Riva Road, 3rd Floor
Annapolis, MD 21401
Phone (410) 222-7620
Fax (410) 222-7624

Andrew Hime
Purchasing Agent

April 29, 2016

C N Robinson Lighting Supply Co.
Attn: Peter Gray
PO Box 62214
Baltimore, MD 21264

RE: Blanket Contract #4831-OB
Lamps and Ballasts

Dear Mr. Gray:

Your copy of Blanket Change Order Number 4831-001-OB, herewith enclosed, reflects that Anne Arundel County, Maryland is renewing the above-referenced procurement for one (1) additional year from May 1, 2016 through April 30, 2017, in accordance with the terms of the procurement.

If you have any questions, please contact me at (410) 222-7665.

Sincerely,

ANNE ARUNDEL COUNTY, MARYLAND

Stephen Ports, CPPB
Buyer

SJP/lw

Purchase Order

Anne Arundel County, Md.

Heritage Office Complex
2660 Riva Road, 3rd Floor
Annapolis, Md. 21401
(410) 222-7620
Fax (410) 222-7624

ALL INVOICES MUST INCLUDE
A PURCHASE ORDER NUMBE
Page -

Mail Original Invoices To:

Finance Office, A.A.CO.
P.O. Box 2700
Annapolis, Md. 21404

Duplicate Invoices To
"Delivered To" Location

PURCHASE ORDER NUMBER:

4831 - 001 - OB
P.O. No. C.O. No. (If Any)

MUST APPEAR ON ALL INVOICES, PACKAGING LISTS AND PACKAGES.

TO: C N ROBINSON LIGHTNG SUPPLY CO
PO BOX 62214
BALTIMORE MD 21264-2214

Vendor Number
111083

Date	Date Required		Branch Plant/Project	Originator	Buyer
04/26/16	04/26/16	See Account Charged Below	9992	PHWILS87	399284

Req. No.	Blanket Contract #	Transportation	Terms
-	-	DELIVERED	NET 30

DELIVERED TO AS PER BLANKET ORDER RELEASE

Item No.	Quantity	UM	Description	Price Per Unit	Extension
5.000		EA	RENEWAL	0.0000	

TO RENEW BLANKET ORDER CONTRACT #4831-OB, LAMPS AND BALLASTS FOR THE PERIOD OF MAY 1, 2016 TO APRIL 30, 2017, WITH THE OPTION TO RENEW FOR ONE (1) YEAR FOR THREE (3) CONSECUTIVE YEARS AT THE SOLE DISCRETION OF ANNE ARUNDEL COUNTY, MARYLAND.
***
VENDOR CONTACT: PETER GRAY
410-242-4172 - OFC
410-644-8827 - FAX
***
BUYER CONTACT: STEPHEN PORTS
410-222-7665 - OFC
410-222-7624 - FAX

9992.4933

The terms and conditions on the reverse side hereof shall constitute a part of this offer to purchase to the same extent as if set out on the face hereof, and any acceptance of this order shall be deemed to be given subject to each and all of said terms and conditions.

TAXES: No State or Federal Taxes apply. Maryland Sales and Use Tax Exemption Certificate #3000110-2 applicable. No Federal Excise Taxes apply per Chapter 32 Int. Rev. Code. Federal Tax ID #52-6000-878

OK
SP
4/27/16

By _____ Authorized Signature 4/25/16 Date

Purchase Order

Anne Arundel County, Md.

Heritage Office Complex
2660 Riva Road, 3rd Floor
Annapolis, Md. 21401
(410) 222-7620
Fax (410) 222-7624

ALL INVOICES MUST INCLUDE
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Mail Original Invoices To:

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MUST APPEAR ON ALL INVOICES, PACKAGING LISTS AND PACKAGES.

TO:
C N ROBINSON LIGHTNG SUPPLY CO
PO BOX 62214
BALTIMORE MD 21264-2214

Vendor Number
111083

Date	Date Required		Branch Plant/Project	Originator	Buyer
04/26/16	04/26/16	See Account Charged Below	9992	PHWILS87	399284

Req. No.	Blanket Contract #	Transportation	Terms
-	-	DELIVERED	NET 30

Item No.	Quantity	UM	Description	Price Per Unit	Extension
				TOTAL PRICE:	0.00

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TAXES: No State or Federal Taxes apply. Maryland Sales and Use Tax Exemption Certificate #3000110-2 applicable. No Federal Excise Taxes apply per Chapter 32 Int. Rev. Code. Federal Tax ID #52-6000-878

By _____ 4/29/16
Authorized Signature Date

posted 4/28/15

ANNE ARUNDEL COUNTY
MARYLAND

Steven R. Schuh
County Executive

Heritage Office Complex
Office of Central Services
Purchasing Division
2660 Riva Road, 3rd Floor
Annapolis, MD 21401
Phone (410) 222-7620
Fax (410) 222-7624

William L. Schull
Purchasing Agent

April 27, 2015

C N Robinson Lighting Supply Co.
Attn: Peter Gray
PO Box 62214
Baltimore, MD 21264

Re: Blanket No. 4831-000-OB
Lamps and Ballasts

Dear Mr. Gray:

Enclosed is your copy of Blanket Order Contract Number 4831-000-OB, which covers the contract for Lamps and Ballasts in accordance with terms, conditions, and specifications and IFB #15-021.

If you have any questions regarding this matter, please contact me at (410) 222-7665.

Sincerely,
ANNE ARUNDEL COUNTY, MARYLAND

Stephen Ports, CPPB
Buyer

SJP/lw

ANNE ARUNDEL COUNTY MARYLAND

Blanket Contract

Anne Arundel County, Md.

Heritage Office Complex
2660 Riva Road, 3rd Floor
Annapolis, Md. 21401
(410) 222-7620
Fax (410) 222-7624

BLANKET CONTRACT NUMBER

4831 - 000 - OB

P.O. No. C.O. No. (If Any)

TO: C N ROBINSON LIGHTNG SUPPLY CO
PO BOX 62214
BALTIMORE MD 21264-2214

Vendor Number
111083

Date	Date Required	See Account Charged Below	Branch Plant/Project	Originator	Buyer
04/21/15	04/21/15		9992	PHWILS87	399284

Req. No.	Blanket Contract #	Transportation Prepaid	Terms
-	-	DELIVERED	NET 30

DELIVERED TO AS PER BLANKET ORDER RELEASE

Item No.	Quantity	UM	Description	Price Per Unit
1.000		LS	LAMPS, ALL EXCEPT EXCLUDED ITEMS AND LED, 92.2% DISCOUNT OFF PHILIPS PRICE LIST PS100U EFFECTIVE 1/1/15, TRADE PRICE COLUMN	0.0000
2.000		LS	LAMPS, EXCLUDED ITEM (NO LED) 94.25% DISCOUNT OFF PHILIPS PRICE LIST PS100U EFFECTIVE 1/1/15, TRADE PRICE COLUMN	0.0000
3.000		LS	LAMPS, LED 8% DISCOUNT OFF PHILIPS PRICE LIST PS500 LED EFFECTIVE 2/9/15	0.0000
4.000		LS	BALLAST, ALL, 93.5% DISCOUNT OFF PHILIPS/ADVANCE PRICE LIST 165LL EFFECTIVE 7/1/12, LESS STANDARD CARTON COLUMN	0.0000

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TAXES: No State or Federal Taxes apply. Maryland Sales and Use Tax Exemption Certificate #3000110-2 applicable. No Federal Excise Taxes apply per Chapter 32 Int. Rev. Code. Federal Tax ID #52-6000-878

By 4/24/15
Purchasing Agent

OK 4/24/15 4/24/15

ANNE ARUNDEL COUNTY MARYLAND

Blanket Contract

Anne Arundel County, Md.

Heritage Office Complex
2660 Riva Road, 3rd Floor
Annapolis, Md. 21401
(410) 222-7620
Fax (410) 222-7624

BLANKET CONTRACT NUMBER

4831 - 000 - OB

P.O. No. C.O. No. (If Any)

TO: C N ROBINSON LIGHTNG SUPPLY CO
PO BOX 62214
BALTIMORE MD 21264-2214

Vendor Number
111083

Date	Date Required	See Account Charged Below	Branch Plant/Project	Originator	Buyer
04/21/15	04/21/15		9992	PHWILS87	399284

Req. No.	Blanket Contract #	Transportation Prepaid	Terms
-	-	DELIVERED	NET 30

Item No.	Quantity	UM	Description	Price Per Unit

***

TERM OF CONTRACT: MAY 1, 2015 TO APRIL 30, 2016 WITH THE OPTION TO RENEW FOR ONE (1) YEAR FOR FOUR (4) CONSECUTIVE YEARS AT THE SOLE DISCRETION OF ANNE ARUNDEL COUNTY, MARYLAND.

***

IN ACCORDANCE WITH PRICING, TERMS AND CONDITIONS OF THE MID-ATLANTIC PURCHASING TEAM REQUEST FOR BID/PROPOSAL #15-021 AND THIS BLANKET ORDER CONTRACT #4831

***

TERM OF CONTRACT: MAY 1, 2015 TO APRIL 30, 2016.

***

VENDOR CONTACT: PETER GRAY
410-242-4172 - OFC
410-644-8827 - FAX

***

BUYER CONTACT: STEPHEN PORTS
410-222-7665 - OFC
410-222-7624 - FAX

***

ACCEPTED BY: C N ROBINSON LIGHTING SUPPLY CO

Vice President 4/23/15

SIGNATURE (PRESIDENT OR VICE PRESIDENT)

The terms and conditions on the reverse side hereof shall constitute a part of this offer to purchase to the same extent as if set out on the face hereof, and any acceptance of this order shall be deemed to be given subject to each and all of said terms and conditions.

TAXES: No State or Federal Taxes apply. Maryland Sales and Use Tax Exemption Certificate #3000110-2 applicable. No Federal Excise Taxes apply per Chapter 32 Int. Rev. Code. Federal Tax ID #52-6000-878

By 4/24/15
Purchasing Agent

ANNE ARUNDEL COUNTY MARYLAND

Blanket Contract

Anne Arundel County, Md.

Heritage Office Complex
2660 Riva Road, 3rd Floor
Annapolis, Md. 21401
(410) 222-7620
Fax (410) 222-7624

BLANKET CONTRACT NUMBER

4831 - 000 - OB

P.O. No. C.O. No. (If Any)

TO: C N ROBINSON LIGHTNG SUPPLY CO
PO BOX 62214
BALTIMORE MD 21264-2214

Vendor Number
111083

Date	Date Required	See Account Charged Below	Branch Plant/Project	Originator	Buyer
04/21/15	04/21/15		9992	PHWILS87	399284

Req. No.	Blanket Contract #	Transportation Prepaid	Terms
-	-	DELIVERED	NET 30

Item No.	Quantity	UM	Description	Price Per Unit

Peter Gray Vice President
NAME & TITLE (PLEASE PRINT)

4/23/15
DATE

APPROVED AS TO FORM AND LEGAL SUFFICIENCY:

THIS 24th DAY OF April, 2015

OFFICE OF LAW Jason Fetterman

DO NOT SHIP FROM THIS DOCUMENT

The terms and conditions on the reverse side hereof shall constitute a part of this offer to purchase to the same extent as if set out on the face hereof, and any acceptance of this order shall be deemed to be given subject to each and all of said terms and conditions.

TAXES: No State or Federal Taxes apply. Maryland Sales and Use Tax Exemption Certificate #3000110-2 applicable. No Federal Excise Taxes apply per Chapter 32 Int. Rev. Code. Federal Tax ID #52-6000-878

By 4/24/15
Purchasing Agent

RECOMMENDATION TO AWARD

TITLE:

Lamps & Ballasts	**Bid No. 15-021**
Blanket Contract	**Estimated value: $2,000,000.00**

The purpose of this solicitation is to furnish and deliver Lamps & Ballasts to A A County and all members of MAPT (Mid Atlantic Purchasing Team).. Award is to be made to the low responsive and responsible Bidder per Grand Total. Bids were opened March 24, 2015.

EVALUATION - RECOMMENDATION

Seven (7) bids were received. All bids are acceptable from a procedural standpoint. Bid was a percent discount off manufacturer's list price for a major manufacturer of lamps and ballasts. I completed a price evaluation of the bids per my March 27, 2014 memo and concluded that the incumbent, C N Robinson Lighting Supply Company was clearly the low bid.

Central Services Facilities Management Division is recommending award C N Robinson Lighting Supply Company and I agree. The proposed award vendor is not on the Federal exclusion list and is in good standing with Maryland SDAT (proof attached).

APPROVALS

Name: Stephen J Ports, CPPB SJP Date: 4/16/15

Name: Diana Cox (Asst. Purchasing Agent) Date: 4/16/15

ANNE ARUNDEL COUNTY
MARYLAND
County Executive Steven R. Schuh

OFFICE OF CENTRAL SERVICES
PURCHASING DIVISION
2660 Riva Road, 3rd Floor
Annapolis, MD 21401
MS-9302
(410) 222-7620 FAX (410) 222-7624

INTER-OFFICE CORRESPONDENCE

DATE: March 27, 2014

TO: Diana Cox – Assistant Purchasing Agent SJP

FROM: Stephen Ports, Buyer

SUBJECT: Attachment A evaluation

Attachment A is strictly used for the Bid Evaluation. Bids are offered on the Bid Response Form only. I asked the Bidders to complete the form to save me time in the evaluation and to be transparent on how the evaluation would proceed. They were also asked to suggest an equivalent lamp for each evaluation item that was listed as a Phillips offering as it was obtained from the current contract usage (Phillips). Some of this was done ahead of time via Addendum and some suggested equivalent lamps were not accepted as they were "economy" quality lamps being offered as equivalents to the Phillips standard quality bulbs. Scott Welch in FMD confirmed complaints from C N Robinson that the economy lamps were not equivalents.

As a result, I feel any necessary adjustments ((i.e. math errors, offering an inferior lamp on the evaluation sheet) can be made at the County's sole discretion. I each instance of a correction, I notified the Bidder of the adjustment and gave them until noon today to respond back if they had any questions or comments. This is all prior to the Bid Tabulation being published.

C N Robinson is the clear low Bidder. Next lowest Bidder, Capital Lighting Supply DBA Capital Tristate is 21% higher (corrected Attachment A) or 14% higher using the Attachment A grand total as submitted (without my corrections). As a result, all my math and equlivent item corrections were moot. The only area where C N Robinson is weak is in metal halide lamps where they were actually highest of all bids on one of the lamps used in the evaluation.

We received seven (7) bids: three (3) for GE, three (3) for Sylvania, one (1) for Phillips. Looks like C N Robinson has the Philips market wrapped up in this area.

For each bid I proceeded as follows:

1) Confirmed the discount listed on the Attachment matched the Bid Response Form

dcc 3/31/14

2) Confirmed the lamp or ballast bid was not a rejected equivalent requested by a vendor (See Addendum 4). I saw a few new offerings, but no more than one per Bidder and allowing or rejecting would not affect the ranking of the bids
3) Confirmed list price on Manufacturer's Price Sheet
4) Confirmed discounted price was correct
5) Confirmed Extended price for each item was correct
6) Confirmed Grand Total was correct.
7) Any errors were reported back to the Bidder along with my adjustments and a deadline for them to respond back with any concerns or questions (details attached). Accepting the bids as provided, even without the adjustments, which for the most part increased the Bidders Grand Total, would not affect the ranking of the bids.

I also provide a Bid Evaluation Form that shows the pricing for the evaluation items listed side by side, with low, 2nd low, and 3rd low bids marked for each item. This evaluation shows no glaring issues. Corrected Attachment A's and my emails back and forth with the Bidders are attached for review.

If approved, I will get the Bid Tab corrected (as marked) and the Attachment A's (as corrected) scanned and published with the Bid Tabulation on the County web site.

Formal award recommendation will be provided after FMD has a chance to review the low bid and comment.

- Low
- 2nd Low
- 3rd Low

Bid Evaluation Form - Pricing

LAMP & BALLAST DESCRIPTION MODEL # AND QUANTITY PER CASE Model numbers are based on the current contract manufacturers	United	Rexel	CN Robinson	Shepherd	Ideal	Capital	Graybar
FLUORESCENT: T8; F32T8/TL741/ALTO, 30/CS	1.39	1.39	1.003	1.79	2.24	1.09	1.56
FLUORESCENT: T8; F32T8/ADV841/EW/ALTO, 30/CS	2.69	2.81	2.584	3.71	4.63	2.34	3.23
FLUORESCENT: T8; F32T8/ADV835/XEW/ALTO, 30 /CS	3.60	3.76	2.878	4.96	6.20	3.13	4.31
FLUORESCENT: T8; F32T8/ADV841/XEW/ALTO, 30 /CS	3.60	3.76	2.878	4.96	6.20	3.13	4.31
FLUORESCENT: T8; F32T8/ADV850/XEW/ALTO, 30 /CS	3.70	3.86	3.12	4.96	6.20	3.22	4.31
FLUORESCENT: T12; F40T12/CW/SUPREME/ALTO, 30/CS	3.25	3.72	1.666	4.27	4.45	3.10	3.10
COMPACT FLUORESCENT; PL-C26W/35/4P ALTO, 50/CS	3.97	3.97	2.994	4.62	5.78	3.11	4.02
COMPACT FLUORESCENT; PL-S13W/827/2P ALTO, 100/CS	1.34	1.33	1.357	1.56	1.94	1.05	1.35

CK
SP
3/27/15

FLUORESCENT; UBENT-T8; FB32T8/TL741/6 ALTO, 16/CS	3.28	3.28	2.401	4.49	5.61	2.57	3.90
FLUORESCENT ; UBENT-T8, FB32T8/ADV835/6/XEW ALTO	9.51	9.51	6.354	6.34	12.13	7.44	5.51
H.I.D. LAMPS; METAL HALIDE; M175/U/M, 20/CS	9.35	10.68	13.349	12.53	13.05	8.90	9.08
H.I.D. LAMPS; METAL HALIDE; MH250/U	10.39	11.88	11.181	11.80	12.29	9.90	8.55
H.I.D. LAMPS; METAL HALIDE; MH400/U	9.86	11.88	10.404	11.19	11.66	9.39	8.11
LED, 48" 16.5 WATT, LINEAR T-8: 16.5T8/48-4000 IF	74.70	74.70	16.192	22.64	39.96	44.82	18.65
LED, 48" 16.5 WATT, LINEAR T-8: 16.5T8/48-3500 IF	74.70	74.70	16.192	22.64	39.96	44.82	18.65
LED, 17 WATT PAR 38, 3000K, 25 DEGREE FLOOD; 17PAR38/F25 3000 DIM AF	37.03	37.03	18.216	25.98	45.84	22.22	21.39
LED, 10 WATT MR-16, 3000K, 35 DEGREE FLOOD; 10MR16/END/F35 3000 DIM	27.74	27.74	12.144	21.01	37.07	16.64	17.30
LED, 12 WATT PAR 30 LONG NECK, 3000K, 36 DEGREE FLOOD; 12PAR30L/F36 3000 DIM	37.03	37.03	16.192	21.11	37.25	22.22	17.39

BALLAST							
FLUORESCENT UNV, B232IUNVHP	21.10	22.25	7.302	12.75	25.92	8.67	7.86
FLUORESCENT UNV, B332IUNVHP	24.54	25.89	8.113	14.44	29.36	10.09	8.90
FLUORESCENT UNV, B432IUNVHP	25.67	27.08	8.924	16.02	32.56	10.55	9.88
FLUORESCENT UNV, B232IUNVHE	21.10	22.25	7.781	15.35	31.21	8.67	9.47
HIGH PRESSURE SODIUM S150MLTLC3O500K	64.32	67.84	37.893	67.88	138.02	26.43	41.86
METAL HALIDE M400ML5AC4M-500K	93.66	98.79	35.026	51.64	105.00	38.49	31.84
METAL HALIDE M175MLTAC3M500K	73.18	77.19	20.248	35.53	72.24	30.07	21.91
MANUFACTURER BID	Sylvania	Sylvania	Philips	G E	G E	Sylvania	G E
TOTAL $ ATTACHMENT A	$572,599.26	$593,685.28	$290,833.14	$478,369.12	$748,626.66	$352,664.91	$371,710.45

average of non-low bidders $519,609

Dollar difference of $228,776 or 79%

Anne Arundel County, Maryland
INVITATION FOR BID
IFB NO. 15-021
LAMPS AND BALLASTS

Mid-Atlantic Purchasing Team $$

Visit our Websites at: http://baltometro.org
http://www.mwcog.org

REQUEST FOR BID/PROPOSAL #: 15-021

FOR: LAMPS AND BALLASTS

Pre-Bid/Proposal Conference:

Wednesday, February 18, 2015 at 10 AM, 2660 Riva Rd 3rd floor Patuxent Room., Annapolis, Maryland 21401

SUBMIT TO: Anne Arundel County, Maryland Purchasing Bureau at _2660 Riva Rd 3rd floor, Annapolis, MD 21401

DATE AND TIME DUE: 1:30 P.M. on March 10, 2015

PLEASE NOTE:

Direct all questions to: Stephen Ports, CPPB, 410-222-7665 or phport15@aacounty.org

Email Address and Telephone #: _phport15@aacounty.org 410-222-7665

Mid-Atlantic Purchasing Team | Terms & Conditions

The Mid-Atlantic Purchasing Team (MAPT) uses a lead agency format for their solicitations that non-exclusively encompasses public and non-profit entities from the Maryland, Virginia and Washington DC regions. Neither MAPT nor the lead agency is compensated for their efforts other than the benefits of aggregation and economies of scale. Participating entities, through their participation agree to the resulting contract and all terms and conditions contained therein in so much as they can reasonably be applied to the participating jurisdiction. Further, successful bidder agrees to the following MAPT Terms & Conditions:

1. MAPT has no obligation (contractual, financial or otherwise) hereunder or for any participating jurisdiction's contract. The contractual obligation of each participating jurisdiction under its respective contract is contingent upon appropriation of funds by the governing body of the applicable jurisdiction from which payment shall be made.
2. Bids requiring payment within less than 30 days from the date of invoice will be rejected.
3. When practical, the successful bidder must package and ship all products in packaging and containers made of recycled, recyclable or biodegradable materials. Bidders are encouraged to eliminate packaging, or to use the minimum amount necessary for product protection, in order to minimize waste to the greatest extent practicable.
4. Unless otherwise provided herein, the jurisdiction's Purchasing Agent reserves the right to order goods or services from other sources without prejudice to the contract.
5. Each participating jurisdiction will determine the appropriate method to use this contract, such as a separate jurisdiction contract, bridge letter, purchase order or other form. In addition, they may have additional requirements that can be added to their cooperative document, including but not limited to:
   - 5.1 The successful bidder may be required to give security or bond for the performance of each participating jurisdiction's contract as determined by the Purchasing Agent.
   - 5.2 Unless otherwise provided herein, each participating jurisdiction reserves the right to increase or decrease the quantities to be purchased at the prices bid. The quantity intended to be purchased and the period and/or percentage amount of any such reservation shall be stated in the solicitation and/or in any applicable participating jurisdiction's contract.
   - 5.3 The successful bidder may be required to add other specific terms and conditions that are pertinent to a specific jurisdiction, to which these matters are openly negotiable providing they do not alter the scope of work or original intent of the MAPT Contract.
6. The successful bidder shall indemnify, defend, and save harmless each of the participating jurisdictions and their respective employees, agents and officials against or from all costs, fees (including reasonable attorneys' fees), liabilities expenses, damages, injury, and loss including (but not limited to) attorney's fees, which may be incurred or made against any of the participating jurisdictions, their respective employees, agents or officials, and resulting from any act or omission committed in the performance of the duties and obligations of the successful bidder under this solicitation and/or each participating jurisdiction's resulting contract or anyone under contract with the successful bidder to perform duties or obligations thereunder. The successful bidder shall allow each participating jurisdiction to participate in the defense of the participating jurisdiction, its employees, agents and officials, to the extent and as may be required by the participating jurisdiction, and the successful bidder shall cooperate with the applicable participating jurisdiction in all aspects in connection therewith.
7. The successful bidder shall, at all times during the term of each participating jurisdiction's contract, maintain and keep in force such insurance as Workers' Compensation, Liability, and Property Damage as will protect the successful bidder from claims under Workers' Compensation Acts and also such insurance as will protect the successful bidder and the participating jurisdictions from any other claims for damages for personal injury, including death, as well as from claims for damages to any property of each participating jurisdiction or of the public, which may arise from operations under this solicitation and each participating jurisdictions' contract, whether such operations are by the successful bidder or any subcontractor or any agent directly or indirectly employed by any of them.
8. This solicitation shall be governed by and construed in accordance with the laws of the State in which the jurisdiction creates their official place of business without regard to any choice of law principles that would dictate the laws of any other jurisdiction. The exclusive venue for any and all actions related to this solicitation hereto shall be the appropriate Federal or State court located within the contracting jurisdiction's resident state.
9. This solicitation, bid response, and each subsequent participating jurisdiction's contract with the successful bidder contain the entire understanding between the successful bidder and each applicable participating jurisdiction. Each participating jurisdiction's contract shall only be amended if such amendment is in writing and executed by a legally authorized representative of the successful bidder and the applicable participating jurisdiction. Any contract amendment of one participating jurisdiction shall not impact or affect any other participating jurisdiction's contract or MAPT.
10. The successful bidder shall provide quarterly reporting to the lead agency and MAPT minimally showing the names of the participating entities under this contract and the value of their participation for that period and year to date. This information will be used to evaluate the effectiveness of the program, areas for growth, and if a variable discount structure is used, the correct pricing structure. Other reports that are reasonably available shall be provided as requested.

11. Bidders are encouraged to consider the broad access to MAPT contracts when considering their pricing strategy. In addition to bidding to the stated estimated volume identified in the lead agency's bid work sheet, bidders are encouraged to submit alternate MAPT bids that offer additional discounts from the stated bid work sheet if additional jurisdictions participate in any resulting contract. Alternate bids may include, but are not limited to, additional percentage discounts based upon certain increased volume levels. The alternate bid shall be submitted with the required bid to the lead agency, if not already requested in the bid work sheet.
12. Any waiver of any breach of covenants herein contained to be kept and performed by the successful bidder shall not be deemed or considered as a continuing waiver and shall not operate to bar or prevent any participating jurisdiction from declaring a breach or default for any succeeding breach either of the same condition of covenant or otherwise. No failure or delay by any participating jurisdiction to insist upon the strict performance of any term, condition or covenant of its contract agreement, or to exercise any right, power, or remedy consequent upon a breach thereof, shall constitute a waiver of any such term, condition, or covenant or of any such breach, or preclude the participating jurisdiction from exercising any such right, power, or remedy at any later time or times.
13. Prior to award, in case of disputes, the decision of the lead agency's Purchasing Agent shall be final and binding. The Purchasing Agent may request, in writing, the recommendation of participating jurisdictions or other objective source. Subsequent to award of the solicitation, in case of disputes as to whether an item or service quoted or delivered meets specifications, the decision of the applicable participating jurisdiction shall be final and binding with respect to the participating jurisdiction's contract.

Anne Arundel County, Maryland
INVITATION FOR BID
IFB NO. 15-021
LAMPS AND BALLASTS

GENERAL INFORMATION

Specifications and Bid Responses for providing the subject items/services are available at the Anne Arundel County Purchasing Division, The Heritage Office Complex, 2660 Riva Road, Third Floor, Annapolis, Maryland, 21401, and will be received until **1:30 pm**, local time, **TUESDAY, MARCH 10, 2015**, at the same location after which they will be publicly opened and read in the Patuxent Room on the same floor. **Bids received after the above-referenced time set for opening will be rejected and returned unopened. No recording of any kind by the public will be allowed at any pre-bid conference or bid opening.**

To all Bidders: Anne Arundel County Purchasing Division will no longer automatically mail complete bid packages. Instead, we encourage anyone receiving this Notice to review and download a bid package from either the County website at www.aacounty.org. or www.ebidmarketplace.com. A copy of the bid package may also be picked up at the above address during normal business hours.

****IMPORTANT NOTICE: Addenda to solicitations often occur, sometimes within as little as 48 hours, prior to bid opening. It is the potential Bidder's responsibility to frequently visit the Purchasing Division's website** http://www.aacounty.org/CentServ/Purchasing/index.cfm **to obtain Addenda once they have received a copy or downloaded a solicitation. No other notification will occur. In order to receive any addenda issued less than 48 hours prior to bid opening, all Bidders shall register for this Invitation for Bid with the County Purchasing Division by calling 410-222-7620. A Bid may be rejected if any addendum is not signed and submitted with the Bid****

A Pre-Bid Conference has been scheduled for, **Wednesday, February 18, 2015 at 10:00 a.m.,** local time, at Anne Arundel County Purchasing Division, 2660 Riva Road, 3rd Floor, Annapolis, Maryland, 21401. All Bidders are strongly encouraged to attend. This IFB will be discussed, and Bidders questions will be answered. Bidders should register for the Pre-Bid Conference at least 48 hours in advance of the meeting date and time by contacting the Buyer listed below. If no Bidders register, the meeting may be canceled without further notice to the Bidders.

Note: Questions concerning this Specification and Bid Response shall be directed to Stephen Ports, CPPB, Buyer, phone (410) 222-7665 or phport15@aacounty.org.

William Schull, C.P.M., CPPB
Purchasing Agent
February 4, 2015

Anne Arundel County, Maryland
INVITATION FOR BID
IFB NO. 15-021
LAMPS AND BALLASTS

Solicitation Check List

THIS CHECKLIST IS PROVIDED FOR YOUR CONVENIENCE

_____ Bid Response shall be delivered to the County Purchasing Division no later than the date and time shown in the Solicitation. Did you visit our website at (http://www.aacounty.org/CentServ/Purchasing/index.cfm) for any addenda?

_____ Did an authorized company representative (reference Section 1.25) sign the Bid Response Form?

_____ Did an authorized company representative sign and notarize the Affidavit form?

_____ Did you include the required signature authority documents, if required?

_____ Did you include a signed copy of the completed Vendor Information Form?

_____ If you are an entity (limited liability partnerships, corporations, limited partnerships, limited liability companies, limited liability limited partnerships, business trusts, real estate investment trust and trade name filings), is the legal name of your company listed with the State of Maryland Department of Assessments and Taxation and in good standing? You may check by going to http://sdatcert3.resiusa.org/UCC-Charter/CharterSearch_f.aspx

_____ If this Solicitation requires a Bid deposit, did you include one?

_____ Did you provide one original and one copy of your response?

_____ Is the outside of the submittal envelope marked with the Bid Number, the title, the due date, your company name, and your company address?

_____ Did you check the County's web site for any Addenda and include a signed copy of each with your Bid Response?

MANDATORY REQUIREMENTS

The following item(s) are **MANDATORY** and shall be submitted with Bid Response in order to be considered for an award. If the following item(s) is required by this Solicitation and is not submitted with the Bid Response, the Bid Response shall be considered null and void, and therefore, will be rejected.

(A) County's Bid Response Form
(B) Other: Attachment A

Anne Arundel County, Maryland
INVITATION FOR BID
IFB NO. 15-021
LAMPS AND BALLASTS

Sealed bids or proposals addressed to the County Purchasing Agent will be received in the Office of the Purchasing Agent, Anne Arundel County, Maryland, until 1:30 p.m., local time, March 10, 2015, and will be publicly opened at 1:30 p.m., local time, on that date.

BID SPECIFICATIONS

SECTION ONE – GENERAL INSTRUCTIONS

1.1 INSTRUCTIONS – Instructions, forms, and specifications may be obtained in person from the Anne Arundel County Office of the Purchasing Agent, The Heritage Office Complex, 2660 Riva Road, Third Floor, Annapolis, Maryland, 21401, or may be downloaded from the County's website at www.accounty.org.

1.1.1 All Bids shall be submitted in duplicate on and in accordance with forms for this purpose, which are available at the Office of the Purchasing Agent.

1.1.2 All Bids are to be submitted in a sealed envelope.

1.1.3 Each Bid shall be accompanied by a notarized affidavit (non-collusion oath/anti-bribery) executed by the Bidder or, if the Bidder is a business entity, by a duly authorized representative of the business entity. The form for this oath is provided in this IFB and can also be obtained by the Office of the Purchasing Agent.

1.1.4 Additional information or clarification of any of the instructions or information contained herein may be obtained from the Office of the Purchasing Agent. The deadline for submitting a written request for clarification of requirements is February 24, 2015, at 3:00 p.m., local time. The County Purchasing Agent will respond by notifying all Bidders by written addendum.

1.1.5 Any Bidder finding any discrepancy in or omission from the Specifications resulting in doubt as to their meaning, or feeling that the Specifications are discriminatory, shall notify the County Purchasing Agent in writing no later than February 24, 2015, at 3:00 p.m., local time. These exceptions in no way obligate the County to change its Specifications. The County Purchasing Agent will respond by notifying all Bidders by written addendum of any interpretations made of the Specifications.

1.1.6 The County shall assume no responsibility for oral communications. All official correspondence in regard to the Specifications shall be directed to and shall be issued by the County Purchasing Agent in writing.

1.1.7 To better ensure fair competition and to permit a determination of the lowest Bidder, Bid Responses may be rejected if they show any omission, irregularity, alteration of form, addition, condition, unresponsiveness, or unbalance.

1.1.8 Specifications provided are based on County needs and uses, estimated costs of operation and maintenance, and other significant or limiting factors to meet County requirements and consistent with County policies. Minimum and maximum specifications, where included, are not established arbitrarily to limit competition or to exclude competitive Bidders.

1.1.9 In the case of discrepancy between the unit price or rate and the extension of that unit price or rate, the unit price or rate shall govern.

1.2 TAXES: RESPONSIBILITY FOR PAYMENT, EXEMPTIONS, FORMS TO BE FILED, ETC.

1.2.1 The Successful Bidder is responsible for paying and, by submitting a Bid, agrees to pay all retail sales, income, real estate, sales and use, transportation, special, and any other taxes applicable to and assessable against any goods, processes, and operations incident to or related to this Invitation for Bid. The Successful Bidder is responsible for ascertaining applicable taxes and making all necessary arrangements to pay same.

1.2.2 All prices quoted shall be exclusive of any State, Federal, or other applicable taxes, including Federal Excise Tax on trucks or any other goods or accessories.

1.3 RESERVATIONS

1.3.1 The Purchasing Agent may reject all Bids and cancel the IFB, may reject parts of all Bids, or may reject all Bids for any one or more Goods or Services if, in the Purchasing Agent's judgment, it is in the County's best interest and the public interest will be served thereby. A written record explaining the reasons for such rejection shall be maintained with the records related to the Procurement.

1.3.2 The County Purchasing Agent reserves the right to waive formalities or technicalities in Bids as the interest of the County may require.

1.3.3 The quantities appearing in this IFB are approximate only and are prepared for the canvassing of bids. Payment to the Successful Bidder will be made only for the actual quantities of goods or services provided in accordance with the resulting Contract, and it is understood that the scheduled quantities of goods or services to be furnished may be increased, decreased, or omitted without invalidating the Bid.

1.3.4 The County Purchasing Agent reserves the right to award contracts or place orders on a lump sum or individual item basis, or in such combination as shall, in his or her judgment, be in the best interest of the County.

1.3.5 The County Purchasing Agent may waive minor differences in Specifications provided these differences neither violate the Specification intent nor materially affect the operation for which goods or services are being purchased and do not increase estimated maintenance and repair costs to the County.

1.4 SUBSTITUTES

1.4.1 When an item is designated as "no substitutes", only that brand/manufacturer and stock number shall be accepted, except goods manufactured by the same manufacturer and sold under a competitive brand name.

1.4.2 For all items not designated "no substitutes", the County will consider a "County-approved equivalent." Equivalent items will be considered provided descriptive literature and specifications accompany the Bid. Each Bidder shall indicate on the Bid Response Form "As Specified", or the equivalent manufacturer and model number. The County, in its sole discretion, will evaluate and award each item. The Bidder shall indicate clearly

the goods on which it is bidding, and shall supply a sample or sufficient data enabling a meaningful comparison to be made with the particular brand or manufacturer specified. Catalog cuts and descriptive data shall be attached to the original copy of the Bid where applicable. Failure to submit the above information may be sufficient grounds for rejection of the Bid.

1.4.3 No Bidder shall be allowed to offer more than one price on each item even though the Bidder may believe that two or more types or styles will meet specifications. Bidders shall determine for themselves which to offer. If a Bidder submits more than one price on any item, all prices for that item may be rejected at the discretion of the Purchasing Agent.

1.5 MATERIAL SAFETY DATA SHEETS

If goods provided to the County contain any ingredients that could be hazardous or injurious to a person's health, a Material Safety Data Sheet ("MSDS") shall be provided to the Purchasing Agent by the Successful Bidder. This requirement also applies to any goods used by the Successful Bidder when providing a service to the County.

1.6 INSPECTION

All goods delivered to and services performed for the County shall be subject to final inspection by the County and tests by the testing facilities of the County and other independent testing laboratories as may be designated by the Purchasing Agent. If the result of tests indicates that any part of the goods or services are deficient in any respect, the Purchasing Agent, in his or her absolute discretion, may reject all or any part of the goods or services provided to the County. Variances in goods and services may be waived upon approval by the Purchasing Agent, in his or her absolute discretion.

1.7 DISPUTES

In cases of disputes as to whether the goods or services quoted or delivered meet Specifications, the decision of the County Purchasing Agent shall be final and binding on both parties. The County Purchasing Agent may request the recommendation in writing of the head of the County Agency using the goods or service, the Standards and Specifications Committee, or other sources.

1.8 LAW AND REGULATIONS

The Successful Bidder shall comply with all applicable Federal, State, and local laws and ordinances. The Successful Bidder shall protect and indemnify Anne Arundel County, Maryland, and its agents or employees against any claim or liability arising from or based on the violation of any laws, ordinances, or regulations by the Successful Bidder and by any subcontractors, agents, or employees.

1.9 EQUAL OPPORTUNITY

1.9.1 It is the policy of Anne Arundel County, Maryland, to ensure Equal Employment Opportunity for all persons, and to ensure that Minority and Women-Owned Business Enterprises have the maximum opportunity to participate in the performance of all County contracts for supplies and services.

1.9.2 Every Contractor doing business with the County shall agree not to discriminate in any manner against any employee or applicant for employment because of race, age, creed, color, national origin, or gender, and shall be obligated to include a similar requirement in any and all subcontracts. The Successful Bidder shall also agree to comply with all Federal, State, and local laws and Executive Orders and Regulations relating to Equal Employment Opportunity and Minority Business Enterprises.

1.10 INDEMNIFICATION

If a Contract is awarded, the Successful Bidder shall be required to indemnify, defend, and hold the County, its employees, and agents harmless from and against any and all claims, loss, liability, cost, and expenses, including attorney fees, howsoever arising or incurred, alleging personal injury, bodily injury, including death, or property damage arising out of or attributable to the Successful Bidder's performance of the Contract awarded.

1.11 TERMINATION PROCESS

1.11.1 Termination for Convenience:

Notwithstanding anything contained herein, the County may terminate this Agreement anytime, in whole or in part, without showing cause by providing thirty (30) days written notice to the Successful Bidder. The County shall pay all reasonable costs incurred by the Successful Bidder up to the date of termination. The Successful Bidder shall not be reimbursed for any anticipatory profits, which have not been earned to the date of termination.

1.11.2 The Successful Bidder shall be provided 30 days' notice of any termination not for cause and shall only perform such work during the 30-day notice period that is authorized in writing by the County's Purchasing Agent.

1.11.3 This Agreement may be terminated by the County upon at least seven (7) days' notice to the Successful Bidder in the event that: (1) the Work is permanently abandoned by the County; (2) continued Work is deemed by the County, in its sole discretion, not to be in the best interests of the County; or (3) monies are no longer available or are not appropriated to fund the Work being performed or to be performed under this Agreement.

1.11.4 Termination for Cause:

Notwithstanding anything contained herein, if the Successful Bidder fails to fulfill its obligation under this Agreement properly and on time or otherwise violates any provision of this Agreement, the County may terminate this Agreement by written notice to the Successful Bidder. The notice shall specify the acts or omissions relied upon as cause for termination. All finished or unfinished goods or services provided by the Successful Bidder shall, at the County's option, become the County's property. The County shall pay the Successful Bidder fair and equitable compensation for satisfactory performance prior to receipt of notice of termination less the amount of damages caused by the Successful Bidder's breach. If the damages are more than the compensation payable to the Successful Bidder, the Successful Bidder shall remain liable after termination, and the County may take all steps necessary to collect damages.

1.12 OPTIONAL USE OF CONTRACT

1.12.1 The Successful Bidder reserves the right to extend all of the terms, conditions, specifications, and unit or other prices of any contract resulting from this Bid to any and all public bodies, subdivisions, school districts, community colleges, colleges, and universities, including non-public schools. This is conditioned upon mutual agreement of all parties pursuant to special requirements, which may be appended thereto. The Successful Bidder agrees to notify the issuing body of those entities that wish to use any contract resulting from this IFB and shall also provide usage information, which may be requested.

1.12.2 The County assumes no authority, liability, or obligation on behalf of any other public or non-public entity that may use any contract resulting from this IFB. All purchases and payment transactions shall be made directly between the Successful Bidder and the requesting entity. Any exceptions to this requirement shall be specifically noted in the Bid Response.

1.13 CORPORATION REGISTRATION

1.13.1 Whenever required by law, business entities not organized under the laws of the State of Maryland shall be registered with the State Department of Assessments and Taxation, 301 W. Preston Street, Baltimore, Maryland, 21201 ("SDAT") before doing any business in this State.

1.13.2 All Bidders that are business entities shall be and present evidence that they are in good standing with SDAT.

1.14 REFERENCES TO ALTERNATE TERMS

Any reference which may appear on any price list or literature to any terms and conditions, such as F.O.B. Shipping Point or Prices Subject to Change shall not be part of any Contract with a Successful Bidder and shall be disregarded by the County.

1.15 PAYMENT TERMS

Invoice(s) shall contain the following information: Purchase Order Number, Item Number, description of goods or services, quantities, unit prices, and extended totals. Payment terms, unless otherwise noted, shall be net thirty (30) days. The County is not subject to retail sales, income, real estate, sales, use, transportation, or special taxes. The final payment shall be based upon acceptance of goods or services from the Successful Bidder and a final invoice submitted by the Successful Bidder and approved by the County. To receive payment for services rendered, the Successful Bidder shall submit an invoice to:

Anne Arundel County, Maryland
Office of Finance
P. O. Box 2700
Annapolis, MD 21404

1.16 ASSIGNMENT

The Contract resulting from this IFB and the compensation, which may become due thereunder are not assignable except with prior written approval of the County.

1.17 AVAILABILITY OF FUNDS

The obligations of the County under any Contract awarded pursuant to this IFB are subject to the availability of funds appropriated by the County Council of Anne Arundel County, Maryland, and to receipt and availability of appropriated funds.

1.18 INTERPRETATION

The Contract resulting from this Solicitation shall be construed under the laws of the State of Maryland.

1.19 INTEGRATION

The IFB, the Successful Bidder's Bid, and the County's Purchase Order contain the entire understanding between the parties, and any additions or modifications hereto may only be made in writing executed by both parties hereon.

1.20 FAIR LABOR STANDARDS

The Successful Bidder shall comply with all applicable provisions of the Federal Labor Standard Act (FLSA) and shall indemnify, defend, and hold harmless the County, its officers, employees, and agents from any and all liability, including but not limited to, wages, overtime pay, liquidated damages, penalties, court costs, and attorney's fees arising under any wage and hours law, including but not limited to, FLSA for work performed by the Successful Bidder's employees for which the County may be found jointly or solely liable.

1.21 CHANGES

1.21.1 The County reserves the right to add items to this Contract at the County's sole discretion if the items meet the following criteria:

1.21.1.1 The items added are, in the County's sole opinion, within the general scope of work established for this Contract and/or are ancillary to the successful completion of Work under the resulting Contract.

1.21.1.2 The price for each item as offered by the Successful Bidder is, in the County's sole opinion, fair and reasonable and consistent with the pricing for the balance of the resulting Contract.

1.21.1.3 The items added are relatively insignificant to the overall value and services under the agreement.

1.22 MOST FAVORED PUBLIC ENTITY

The Successful Bidder agrees that the prices charged the County under this Contract do not exceed existing selling prices to its other customers for the same or substantially similar items or services for comparable quantities under similar terms and conditions.

1.23 DAMAGE TO COUNTY FACILITIES, BUILDINGS, OR GROUNDS

The Successful Bidder shall repair, or cause to be repaired, at its own cost any and all damage to County facilities, buildings, grounds, equipment, vehicles, or property caused by the Successful

Bidder or employees, subcontractors, or agents of the Successful Bidder. Such repairs shall be made immediately after awareness of damage, or notice by County, but in no event more than thirty (30) days after the occurrence.

1.24 CONDITIONS FOR PURCHASING ELSEWHERE

1.24.1 Time is of the essence. Should the Successful Bidder fail to perform as specified, in accordance with the terms and conditions specified herein, the Purchasing Agent shall then have the right to procure goods and services in the open market or by contract, in which event the additional costs of such goods or services above the Contract price shall be charged against the Successful Bidder, and may be deducted from any funds payable or which may become payable to the Successful Bidder.

1.24.2 The Purchasing Agent may reject, at his or her sole discretion, any goods or services ordered from the Successful Bidder if they are delivered or performed subsequent to the placement of orders elsewhere.

1.25 SIGNATURES REQUIRED FOR LEGAL ENTITIES (FOR CONTRACTS EXCEEDING $150,000)

The chart below indicates which persons are authorized by law to sign documents. If documents submitted in response to this Solicitation are signed by other persons, then the Interested Party shall provide documents establishing that the persons have the legal authority to sign on behalf of and bind the Interested Party.

TYPE OF LEGAL ENTITY:

Company/Corporation or Professional Service Corporation *("Inc.," Co.," Corp.," "Ltd.," "P.C.,""Chartered,""Chtd.," "Professional Association," "P.A.")*	NO PROOF NEEDED IF SIGNED BY: President or Vice President	IF SIGNED BY SOMEONE ELSE, ENTITY SHALL PROVIDE: By-Laws, Articles of Incorporation, or a Corporate Resolution
Partnerships	NO PROOF NEEDED IF SIGNED BY: Partner	IF SIGNED BY SOMEONE ELSE, ENTITY SHALL PROVIDE: Statement of Partnership Authority
Limited Partnerships *("L.P.")*	NO PROOF NEEDED IF SIGNED BY: General Partner	IF SIGNED BY SOMEONE ELSE, ENTITY SHALL PROVIDE: Certificate of Limited Partnership

Limited Liability Company / Corporation *("LLC" or "LC")*	NO PROOF NEEDED IF SIGNED BY: President or Vice President	IF SIGNED BY SOMEONE ELSE, ENTITY SHALL PROVIDE: Operating Agreement or Articles of Organization of the LLC
Religious Corporations and Churches	PROOF ALWAYS NEEDED	ENTITY SHALL PROVIDE: By-Laws, Articles of Incorporation, or Corporate Resolution
Limited Liability Partnerships and Limited Liability Limited Partnerships *("L.L.P." or "LLLP")*	PROOF ALWAYS NEEDED	ENTITY SHALL PROVIDE: Certificate of Limited Liability Partnership and Partnership Agreement or Statement of Partnership Authority

Note: this chart does not cover unincorporated associations.

1.26 CHANGES/ERASURES TO BID RESPONSE

To be considered, all erasures, interpolations and other changes in the Bid Response shall be signed or initialed by the Bidder.

1.27 BIDDER'S UNDERSTANDING OF THE SCOPE OF IFB AND DUE DILIGENCE

By submitting a Bid in response to this IFB, the Bidder represents that it has read and understands this IFB, including any Addenda, and has familiarized itself with Federal, State, and local laws, ordinances, rules, and regulations that may affect the cost or performance under this IFB or any resulting Contract. The failure or omission of any Bidder to receive or examine any form, instrument, addenda, or other document or to acquaint itself with conditions existing at any site shall in no way relieve that Bidder from any obligations with respect to its Bid Response or to any resulting Contract.

1.28 BID RESPONSE MODIFICATIONS OR WITHDRAWAL

1.28.1 A Bid Response may be modified or withdrawn by the Bidder anytime before the time and date set for the receipt of Bid Responses upon notice to the Purchasing Division in writing.

1.28.2 Modified and withdrawn Bids, clearly marked and dated, may be resubmitted to the Purchasing Division up to the time and date set for the receipt of Bid Responses.

1.28.3 No Bid Response may be unilaterally modified or withdrawn after the time set for the receipt of Bid Response and for ninety (90) calendar days thereafter.

1.29 ADDENDA TO IFB - CHANGE IN ISSUING ADDENDA

****<u>IMPORTANT NOTICE</u>**: The Purchasing Division no longer provides written notification of addenda to solicitations. The Purchasing Agent will notify Bidders of any changes, additions, or deletions to the Specifications by addenda posted on the Anne Arundel County, Maryland, Purchasing Division's website. As of July 1, 2008, it is the potential Bidder's responsibility to frequently visit the Purchasing Division's website at http://www.aacounty.org/CentServ/Purchasing/index.cfm to obtain Addenda once they have received a copy or downloaded a copy of a solicitation. No other notification will occur. In**

order to receive any addenda issued less than 48 hours prior to bid opening, all Bidders shall register for this IFB with the County Purchasing Division by calling 410-222-7620. A Bid may be rejected if any addendum is not signed and submitted with the Bid.**

1.30 CONTENT

The contents of the Bid Response of the Successful Bidder may become contractual obligations. Failure of the Successful Bidder to accept these obligations in a Contract may result in cancellation of the award, and the Successful Bidder may not be eligible for future solicitations.

1.31 CONFLICT OF INTEREST

1.31.1 By submission of a Bid Response, Bidder agrees that it has no direct or indirect interest that would conflict in any manner or degree with performance by this IFB or any resulting contract of its services. The Bidder shall further covenant that, in the performance of any contract, the Bidder shall not employ any person or entity having any such known conflict.

1.31.2 Failure of the Bidder to provide any information requested in the IFB may result in disqualification of the Bid Response.

1.32 HEADINGS

The words and phrases used in the heading of various sections and parts of this IFB are for convenience only and shall not affect the interpretation of any of the terms, conditions and requirements contained anywhere in the IFB.

1.33 IFB TEXT EMPHASIS

Throughout this IFB, there may be occasional use of underlining, bolding, outsized characters or other methods of text emphasis. No remarkable difference in emphasis or relative importance of text content is intended by the use of any one method in place of another.

1.34 PARENT COMPANY

If a Bidder is owned or controlled by a parent company, the name, main office address, and tax identification number of the parent company shall be provided in the Bid Response.

1.35 ASSIGNMENT AND DELEGATION

Except for assignment of antitrust claim, a party to any Contract resulting from this IFB may neither assign nor delegate any portion of the Contract without the prior written consent of the other party.

1.36 ACCEPTANCE OF TERMS AND CONDITIONS

By submitting a Bid Response to this IFB, the Successful Bidder accepts the terms and conditions set forth herein.

1.37 EXECUTIVE ORDER #24

Pursuant to Executive Order 24, Bidders are required to comply with all applicable laws and regulations relating to the employment of aliens. If a Bidder fails to comply with applicable laws and regulations relating to employment of aliens, such failure shall constitute a material breach of the Bidder's contractual relationship with the County and shall be grounds for termination of the contractual relationship. By submitting a Response to this IFB, the Bidder certifies that it is aware of its obligations under Executive Order 24 and that it complies with all applicable laws

and regulations relating to the employment of aliens.

1.38 CONFIDENTIAL AND PROPRIETARY INFORMATION

1.38.1 All information contained in the Bid is subject to production under the Maryland Public Information Act. Each Bidder shall be responsible for identifying all information in its Bid that it considers confidential and proprietary and not subject to release to the general public for any reason by including with its Bid a separate list entitled "Confidential and Proprietary Information". The list shall identify all such information and shall include the location of such information in the Bid, including page numbers, as well as an explanation as to why each piece of information is considered to be confidential and proprietary. All information not included on the list, even if marked as confidential or "proprietary, shall be considered public information and is subject to release on request under the Maryland Public Information Act.

1.38.2 Reasons given for considering information within a Bid Response confidential or proprietary shall be legally justifiable, which is within the sole discretion of the County. Indicating that a Bid Response in its entirety is confidential and proprietary is not legally justifiable, is not acceptable, and may be grounds for the County rejecting the Bid Response on the grounds that the Bid Response is not responsive.

1.38.3 Limitations to Liability: Anne Arundel County assumes no responsibility and no liability for costs incurred by Successful Bidder in responding to the IFB, including requests for additional information. The County assumes no responsibility and shall not be liable in any way for the release to the public of information that is contained in the Bid Response.

1.38.4 Contractor agrees to promptly provide any non-confidential information or materials required by the County to respond to such requests, to the extent required by law.

1.39 INDEPENDENT CONTRACTOR

In the performance of this Agreement, the Contractor, including its employees, agents, and subcontractors, shall act solely as an independent contractor, and nothing contained in or implied by this Agreement shall be construed at any time to create any other relationship between the County and the Contractor, including employer and employee, partnership, principal and agent, or joint venturer.

SECTION TWO – GENERAL SPECIFICATIONS

2.1 SCOPE

2.1.1 These Specifications are intended to cover the furnishing and inside delivery of lamps and ballasts for all participating jurisdictions, as listed in Section Three and in the attached Bid Response Form.

2.1.2 All goods delivered shall be the manufacturer's current models, completely serviced by the Successful Bidder, and shall be delivered ready in all aspects to be placed in normal operating service.

2.2 PRE-BID CONFERENCE

2.2.1 A Pre-Bid Conference has been scheduled for **Wednesday, February 18, 2015, at 10:00 a. m.,** local time, in the Patuxent Room, 2660 Riva Rd., 3rd floor, Annapolis, Maryland 21401, to answer questions about this IFB and the products or services to be provided hereunder. While attendance is not mandatory, all Bidders are strongly encouraged to attend. While every effort will be made to answer any questions concerning this IFB raised by potential Bidders at the Pre-Bid Conference, such answers shall be considered unofficial until affirmed in writing by the Purchasing Agent in the form of an addendum.

2.2.2 Bidders are strongly encouraged to bring any issues regarding this IFB or the equipment/services to be provided to the Pre-Bid Conference or to the attention of the County Buyer prior to the deadline as detailed in clauses 1.1.4 and 1.1.5 above.

2.2.3 Any modifications, additions, or deletions to the Specifications that result from this meeting shall be in the form of an addendum to be posted on the County's website.

2.2.4 Bidders should register for the Pre-Bid (Site Visit) Meeting at least 48-hours in advance of the meeting date and time by contacting the Buyer, Stephen Ports, CPPB at 410-222-7665 or phport15@aacounty.org. If no Bidders register, the meeting may be canceled without further notice to the Bidders.

2.2.5 No recording of any kind by the public will be allowed at any pre-bid conference or bid opening.

2.3 BLANKET ORDER RELEASE

2.3.1 The agreement set forth is essentially a price agreement and the execution of the agreement or the receipt of a Purchase Order does not authorize the Successful Bidder to deliver or release any material to any department in the County. Authorization for materials to be delivered shall be by Blanket Order Release issued by the Purchasing Agent.

2.3.2 Non-Exclusivity: Nothing herein is intended nor shall be construed as creating any exclusive arrangement with Contractor. This Contract shall not restrict the County from acquiring similar, equal, or like goods and/or services from other entities or sources.

2.4 TERM OF BLANKET ORDER CONTRACT

This Contract shall be in effect for one (1) year beginning May 1, 2015. This Contract may be renewed up to an additional four (4) one-year periods with the same terms and conditions at the sole discretion of Anne Arundel County, Maryland. After the initial term, any one-year renewals will be subject to the availability and appropriation of County funds.

2.5 WARRANTY AND SERVICE

The Successful Bidder warrants any goods furnished shall be of the highest quality, shall comply with Specifications, and shall be free from all defects in workmanship and materials for at least one (1) year. Any defective goods shall be immediately replaced free of cost to the County.

2.6 DELIVERY/INSTALLATION OF GOODS

2.6.1 Successful Bidder shall guarantee delivery of goods to the Anne Arundel County, Maryland and all participating jurisdictions between the hours of 8:30 a.m. and 3:00 p.m., local time, Monday through Friday, excluding County holidays.

2.6.2 Successful Bidder shall state the number of calendar days required to deliver each item to the County following notification of an award.

2.6.3 Successful Bidder shall provide a delivery ticket for each item delivered, marked clearly with the purchase order number issued by the County for the goods purchased and, if applicable, the name, model, and serial number.

2.6.4 All items shall be delivered F.O.B. destination and delivery costs and charges shall be included in the Bid Response. Unit prices quoted shall include delivery, all charges prepaid, and shall be exclusive of all taxes. No transportation, shipping, or handling charges shall be added to the invoice.

2.6.5 The County Purchasing Agent reserves the right to charge the Successful Bidder fifty dollars ($50.00) per working day for each day the goods or services are not delivered in accordance with the delivery schedule. The per-diem charge may be invoked at the discretion of the County Purchasing Agent, shall be considered liquidated damages, and shall be deducted from the Bid Deposit or final payment, or charged back to the Successful Bidder.

2.7 TRADE-INS

This clause is deleted from this IFB.

2.8 PROCUREMENT CARD

2.8.1 The County retains the option to use the County procurement card for the purchase of supplies or services listed in the Contract in lieu of issuing a purchase order. No procurement card transaction shall take place without the authorization of the cardholder and shall not exceed the limit placed on the cardholder's procurement card. The Successful Bidder may receive orders by phone, facsimile, or other forms of notification from authorized County employees. The Successful Bidder may process a payment in the credit card network ONLY upon shipment of supplies or performance of the services ordered by the County agency. For partial shipments or performance, the Successful Bidder may process a payment only for the amount shipped or completed and NOT for the entire amount ordered by the County agency. Upon shipment or completion of the remaining order, the Successful Bidder may process a payment request to the credit card network for the remainder of the order. The Successful Bidder may not charge the County for any fees related to the use of a procurement card.

2.8.2 For all transactions, the Successful Bidder shall have a valid W-9 form on file with the Anne Arundel County, Maryland, Office of Finance.

2.9 REGULAR DEALER

Quotes shall be considered only from Bidders that qualify as a "regular dealer." A "regular dealer" means a person or entity that owns, operates, or maintains a store, warehouse, or other establishment in which the goods required for the performance of the contract are bought, kept in stock, and regularly sold to the public in the usual course of business. To be a regular dealer, the Bidder shall engage in, as its principal business and in its own name, the purchase and sale of the goods that are the subject of this IFB.

2.10 BID DEPOSIT

This clause is deleted from this IFB.

2.11 AWARD OF CONTRACT

2.11.1 The County Purchasing Agent shall award all Contracts to the lowest responsible, responsive Bidder, as determined by the County Purchasing Agent, not earlier than seven (7) days after the public opening of bids. The decision of the Purchasing Agent is final.

2.11.2 Any other considerations for the award shall be stated in the Specifications and Bid Response.

2.11.3 Anne Arundel County, Maryland, reserves the right to accept or reject any bid and to procure no or any quantity of goods or services that are the subject of this IFB, as deemed in its best interest of the County by the Purchasing Agent. After all other proper evaluation, an award shall be made on an individual item basis, or may be awarded on an aggregate item basis if an additional discount is offered for an aggregate award to the lowest responsive, responsible Bidder meeting or exceeding the requirements of this IFB.

2.12 LITERATURE AND SAMPLES

2.12.1 If requested, the Bidder shall provide three (3) copies of complete, current, and up-to-date manufacturer-published descriptive literature and specifications for the proposed goods within five (5) days of the request, giving full details as to type of goods to be furnished under a Contract.

2.12.2 Samples, when requested by the County, shall be delivered to the Purchasing Division, Heritage Office Complex, 2660 Riva Road, 3rd Floor, Annapolis, Maryland, 21401, within five (5) days of the request, unless otherwise specified. All packages shall be marked "SAMPLES FOR BID NO. 15-021". Each sample shall bear the name of Bidder and item number, and shall be carefully tagged or marked in a clear and conspicuous manner. Failure of the Bidder to deliver required samples or to clearly identify samples may be considered sufficient reason for rejection of the Bid. All deliveries under a resulting Contract shall conform in all respects with samples as submitted and accepted as a basis for the award.

2.12.3 The Purchasing Agent reserves the right to retain or destroy samples and will be free from any redress or claim on the part of a Bidder if any samples are lost or destroyed. Upon notification by the Purchasing Agent that a sample is available for return, it shall be removed by the Bidder within thirty (30) days, or the Purchasing Agent may dispose of it at the Purchasing Agent's discretion.

2.13 INSURANCE REQUIREMENTS

2.13.1 This clause is deleted from this IFB.

2.13.2 **Not providing insurance certificates does not relieve the Successful Bidder of any of the responsibilities or obligations assumed by the Successful Bidder in any resulting Contract or for which the Successful Bidder may be liable by law or otherwise.**

2.14 RETURN GOODS POLICY

2.14.1 The County shall apply the following policy to returned goods throughout the term of the Contract. By its signature on the Bid, the Bidder acknowledges it has read, understood, and agreed with the following policy.

2.14.2 Returns generated by the Successful Bidder's error, over shipment, defective merchandise, unacceptable substitution, or otherwise through no fault of the County shall be returned to the Successful Bidder with no restocking charge to the County. At the option of the County, replacement merchandise shall be shipped within fourteen (14) days of notification. The Successful Bidder shall bear all freight and delivery charges.

2.14.3 Returns of catalog stock merchandise generated by ordering error, over purchase, discontinued use, inventory reduction, or other fault of the County shall be accepted by the Successful Bidder. All catalog stock merchandise shall be unused, in the original container, and in suitable condition for resale. The Successful Bidder may assess a restocking charge of not more than twenty-five (25%) percent of the purchase price or the restocking charge noted in the Successful Bidder's published restocking charge, whichever is less. The County shall reimburse the Successful Bidder for original freight charges, if applicable, and shall bear the freight cost of returned goods.

2.14.4 Return of catalog stock merchandise more than six (6) months after receipt by the County shall be at the option of the Successful Bidder. Restocking charges cannot exceed the Successful Bidder's published catalog restocking fee for such returns. The County shall reimburse the Successful Bidder for original freight charges, if applicable, and shall bear the freight cost for return of the goods.

2.15 MANUFACTURER PRICE SHEET ADJUSTMENTS

2.15.1 The discount off the manufacturer's most recently published list price sheet as offered herein shall be firm against any adjustment for the first six (6) months of the initial term of the Contract. After the initial six (6) months of the contract, the Successful Bidder may submit a new manufacturer's published price sheet. Each participating jurisdiction has the option of accepting the new price sheet (with the discount as bid), or rejecting the new price sheet, canceling the contract for convenience, and soliciting bids for a new contract.

2.15.2 In the event the manufacturer does not replace the price list, but modifies the Successful Bidder's discount rate on the existing price list as an alternate price adjustment, the Successful Bidder may request that the discount as Bid be modified in lieu of providing a new manufacturers price list.

2.16 AGREEMENT

This clause is deleted from this IFB.

2.17 PERFORMANCE, LABOR & MATERIAL BONDS

This clause is deleted from this IFB.

2.18 NEGOTIATED PRICING

When purchasing large quantities of products or services, the County reserves the right to purchase at the prices offered under the resulting Contract or to negotiate lower prices. In no event will the County pay more than the price offered under the resulting contract.

2.19 EXCEPTIONS TO THESE SPECIFICATIONS:

2.19.1 When the Bid Response differs in any way from the Technical Specifications and/or requirements set forth herein, the Bidder shall explicitly describe each variance in detail in a separate written Exceptions Sheet, referencing the appropriate paragraph or Clauses to which the variance applies and shall provide this information with the Bid Response.

2.19.2 Any exceptions to these specifications referenced in any price sheet, catalog, literature, build sheets, manufacturers' specifications or any other written information included in the Bid Response that is not documented in the Bidders' Exception Sheet shall not be part of any Contract with the Successful Bidder and shall be disregarded by the County.

2.19.3 The County shall, at its sole discretion, accept or reject individually any exceptions taken to these Specifications by the Bidder as declared on the Exceptions Sheet. The Bidder shall have 48 hours after written notification (fax and/or email) by the County to remove any exceptions rejected by the County or the Bid Response shall be rejected as being non-responsive.

SECTION THREE – TECHNICAL SPECIFICATIONS

3.1 All lamp products offered shall be from a major USA-based manufacturer and shall be United Underwriters (UL) approved. Pre-approved manufacturers for this Contract are (in alphabetical order): General Electric (GE), Philips, and Sylvania.

3.2 Ballast for all lamps available shall also be available for purchase under this Contract. All ballast products offered shall be from a major USA-based manufacturer and shall be United Underwriters (UL) approved. Pre-approved manufacturers for this Contract are (in alphabetical order) Advance/Phillips Lighting Technologies, General Electric (GE), Osram/Sylvania, and Universal. Ballasts shall be electronic, if available.

3.3 **INVOICES** shall be submitted on a per-delivery basis and shall contain the following:

3.3.1 The participating jurisdiction's contract/purchase order number;
3.3.2 Name of the participating jurisdiction;
3.3.3 Delivery date;
3.3.4 Name and address of the requesting/delivery agency;
3.3.5 Complete list of the items delivered;
3.3.6 List price for each item;
3.3.7 Contract price for each item;
3.3.8 Total spend for the invoice;
3.3.10 A unique invoice number;
3.3.11 Invoicing shall be furnished to the address(s) and per the instructions of the participating agency; and
3.3.12 Each participating jurisdiction may request additional information on the invoice as required by their jurisdiction.

3.4 **MONTHLY STATEMENTS** for non-pCard purchases for each using Agency within the participating jurisdiction shall be submitted on a monthly basis and shall contain the following:

3.4.1 The participating jurisdictions contract/purchase order number;
3.4.2 Name of the participating jurisdiction;
3.4.3 Time frame covered by the statement;
3.4.4 Name and address of the requesting/delivery agency;
3.4.5 Complete list of the items delivered by invoice number, including the date delivered;
3.4.6 List price for each item;
3.4.7 Contract price for each item;
3.4.8 Subtotal by delivery date/invoice number;
3.4.9 Total spend for the month;
3.4.10 A unique monthly statement number;
3.4.11 Monthly statements shall be furnished to the address(s) and per the instructions of the participating jurisdiction;
3.4.12 Each participating jurisdiction may request additional information on the invoice as required by their jurisdiction; and
3.4.13 A sample Monthly Statement shall be submitted with the Bid Response.

3.5 **USAGE REPORTS** shall be submitted for each three (3) month period of the Contract and shall be submitted to any participating jurisdiction requesting such a report no later than the 30th day

of the month following the three-month period. The report shall include at minimum the following information:

3.5.1 The participating jurisdictions contract/purchase order number;
3.5.2 Name of the participating jurisdiction;
3.5.3 Time frame covered by the report;
3.5.4 A list by number of all invoices included in the report;
3.5.5 Complete list of the items delivered by item and total quantity for the time period covered;
3.5.6 List price for each item;
3.5.7 Contract price for each item;
3.5.8 Subtotal by delivery date;
3.5.9 Subtotal by using Agency;
3.5.10 Total spend for the quarter;
3.5.11 Quarterly Usage Reports shall be furnished to the address(s) and per the instructions of the participating jurisdiction;
3.5.12 Each participating jurisdiction may request additional information on the invoice as required by their jurisdiction; and
3.5.13 A sample Quarterly Usage Report shall be submitted with the Bid Response.
3.5.14 An Annual Usage Report shall be sent to the lead jurisdiction, Anne Arundel County, Maryland no later than 30 days after an expired term of the contract and shall include the totals for all user entities participating in this contract.

3.6 DELIVERIES

3.6.1 Delivery shall be to any location within the boundaries of the participating jurisdiction.

3.6.2 There shall be <u>no minimum order</u> required for deliveries.

3.6.3 Deliveries shall be made no later than the next business day after receipt of the order. Deliveries shall be made inside/desktop as requested by the participating jurisdiction. Each delivery shall include a packing slip detailing the items ordered, items delivered, and the status of any back ordered items.

3.6.4 There shall be no additional cost beyond the lamp and/or ballast cost as bid. Fuel adjustments are strictly prohibited.

3.6.5 It is hereby acknowledged that all Bidders have three (3) levels of items identified as A list items, B list items, and C list items, with A list items being those stocked most heavily and C list items available sporadically or as special order.

3.6.6 For the purposes of this Contract, next day delivery shall apply to all the items listed (both lamp and ballast) in Attachments A & B to this IFB and also to all other items currently on the Successful Bidder's A list.

3.6.7 B list and C list items shall be provided within ten (10) business days unless the participating jurisdiction is informed by the Successful Bidder within one (1) day of the request for the product that the item is on back order, special order, etc. and will not be available to deliver within the ten (10) business day time frame. Alternate items shall be

offered to the participating jurisdiction if available and every effort made by the Successful Bidder to expedite the delivery of the product.

3.6.8 Using participating jurisdictions shall have the option of providing a list of products and estimated annual quantities for items not currently on Attachment B to this IFB. Within forty-five (45) days of the request and thereafter, and if the Successful Bidder agrees, these additional items shall be stocked by the Successful Bidder and available for next day delivery as additions to Attachment B and by reference the Successful Bidders A list. The Successful Bidder shall inform Anne Arundel County, Maryland and all other participating jurisdictions of any such additions and this information shall be added to the contract file.

3.7 BID PROCESS, EVALUATION, AND AWARD

3.7.1 Bidder shall bid a discount off the manufacturers' price list. The list proposed shall be identified on the Bid Response form and a full copy of the list (or web address, if the price list is available on line) shall be submitted with the Bid Response.

3.7.2 NOTE: This contract is for the purchase and delivery of lamps and ballast only. Other items that may be included on the Manufacturer's Price List are excluded from this Contract.

3.7.3 Bidder shall also complete the Bid Evaluation Form (Attachment A to this IFB) providing the manufacturers' part number for each item, the list price, the bid price, and the location of the information on the manufacturers; Price List. In the event of a discrepancy between the percent discount bid and the price recorded in Attachment A, the percent discount shall control and be used by the County in evaluating the Bid Response.

3.7.3.1 In the event that a Bidder does not have a specific item on the list available, the Bidder may offer a substitute, clearly labeled as such, and shall include a cut sheet showing the full specifications for the substitute item with the Bid Response.

3.7.3.2 Any Bid that includes more than two (2) of the items as substitutions shall be rejected as non-responsive.

3.7.3.3 A complete list of substitute items offered by Bidders will be published with the Bid Tabulation on the Anne Arundel County, Maryland web site and comments from Bidders on the acceptability of the Substitutions will be accepted for ten (10) business days after publication. Acceptance of a substitute item shall be at the sole discretion of the Purchasing Agent for Anne Arundel County and their decision shall be final.

3.7.4 The Bid Evaluation Form (Attachment A) - corrected as necessary per 3.7.3 above) shall be used in determining the low bid. All items bid that can be reasonably assumed to be equivalents shall be considered in determining the low bid. This determination shall be at the sole discretion of the participating jurisdiction for determining award of the participating jurisdiction's contract.

3.7.5 The quantities listed on the Bid Evaluation Form (Attachment A) are estimated annual quantities and are given as a general guide for bidding and are not guaranteed amounts.

3.7.6 Bids referencing other contracts, terms, and/or conditions shall be rejected as non-responsive.

3.7.7 Bids in any other format other than a straight discount off a manufacturer's published price sheet shall be rejected as non-responsive.

3.7.8 Bids adding delivery or any other fees or charges shall be rejected as non-responsive.

3.7.9 Although the contract resulting from this IFB is non-exclusive, unsolicited offers will not be considered for lamps and/or ballasts during the contract term, including any renewal options exercised by a Participating Jurisdiction.

3.8 MANUFACTURER'S PRICE LISTS

3.8.1 Copies of the Manufacturers' Price Lists offered by the Successful Bidder in this IFB shall be made available to all participating jurisdictions in either paper or electronic format within ten (10) business days of request.

3.8.2 See also Clause 2.15 above.

****IMPORTANT NOTICE: Addenda to solicitations often occur, sometimes within as little as 48 hours, prior to bid opening. It is the potential Bidder's responsibility to frequently visit the Purchasing Division's website (http://www.aacounty.org/CentServ/Purchasing/index.cfm) to obtain Addenda once they have received a copy or downloaded a solicitation. No other notification will occur. In order to receive any addenda issued less than 48 hours prior to bid opening, all Bidders shall register for this IFB with the County Purchasing Division by calling 410-222-7620. A Bid may be rejected if any addendum is not signed and submitted with the Bid. ****

Anne Arundel County, Maryland
INVITATION FOR BID
IFB NO. 15-021
LAMPS AND BALLASTS

BID RESPONSE FORM
(Submit Original and One Duplicate Copy)

Purchasing Agent
The Heritage Office Complex
2660 Riva Road, 3rd Floor
Annapolis, Maryland 21401

In accordance with your Announcement, the Bid Response and Specifications contained herein and dated February 3, 2014, and your General Information and Notice to Bidders bearing the same date, we wish to quote the following:

Item # **Description**

Item #1: Lamps, All <u>except</u> excluded items and LED, discount off Manufacturers published price sheet, per Specifications

_____% discount to be deducted from List Price (non-excluded or LED items)

Manufacture Bid: _____ Price List offered: _____

Statement of Warranty _____

Item #2: Lamps, Excluded Items (No LED), discount off Manufacturers published price sheet, per Specifications

_____% discount to be deducted from List Price (excluded items, not LED)

Manufacture Bid: _____ Price List offered: _____

Statement of Warranty _____

Bidder's Company Name: _____

Anne Arundel County, Maryland
INVITATION FOR BID
IFB NO. 15-021
LAMPS AND BALLASTS

Item # **Description**

Item #3: Lamps, LED only, discount off Manufacturers published price sheet, per Specifications

_____% discount to be deducted from List Price, LED only

Manufacture Bid: _____ Price List offered: _____

Statement of Warranty _____

Item #4: Ballast, for Lamps, All items, Included excluded items, discount off manufacturers published price sheet, per Specifications

_____% discount to be deducted from List Price for all Ballast (no exclusions)

Manufacture Bid: _____ Price List offered: _____

Statement of Warranty _____

Award shall be made to the lowest TOTAL OF EXTENSIONS FOR <u>ALL LISTED ITEMS</u> on Attachment A, as detailed in and subject to modification by Clause 3.7 above.

The person signing the Bid Response shall initial any alterations in figures on this form in ink.

The Bidder certifies that this Bid Response has been duly authorized and approved by all required organizational action of the Bidder.

The person executing this Bid Response on behalf of the Bidder certifies that he or she has the legal and organizational authority to do so.

Bidder's Company Name: _____

Anne Arundel County, Maryland
INVITATION FOR BID
IFB NO. 15-021
LAMPS AND BALLASTS

Vendor Information Form

It is further agreed by the undersigned that upon our receipt of your written advice of the acceptance of our Bid, the necessary contract will be executed within ten (10) calendar days after such notice.

Bidding Firm Name: _____
Business Name (e.g., Corp., Inc., Co., T/A, DBA, etc.)

Federal Tax Identification No./SS#: _____

Street Address: _____

City and State: _____ Zip Code _____

Business Phone: (Toll Free #, if applicable)_____ Date: _____

Fax Number: _____ Terms of Payment: _____

Contact Name and Title: ☐Mr. ☐Mrs. ☐Ms._____

Email Address: _____

Website Address, if available: _____

Registration # Issued by the MD Dept. of Assessment and Taxation*: _____
(*See Section 1.13 Corporation Registration)

Name and address of any affiliated company providing goods or services under the agreement: _____
_____
_____

In accordance with the County Code, Article 8-2-120, please list any affiliation with a County employee(s) or official(s). **Include name and type of affiliation** (i.e., relative, business associate, etc.). *(Write "none" if there are no affiliations.)*:

- Name: _____ Affiliation: _____
  County Agency or Company Name Where Employed_____
- Name: _____ Affiliation: _____
  County Agency or Company Name Where Employed_____
- Name: _____ Affiliation: _____
  County Agency or Company Name Where Employed_____

Does your firm qualify as a Minority Business Enterprise? Y or N
MBE Designations ☐ Black Male ☐ Black Woman ☐ Women ☐Asian ☐ Hispanic ☐ None

Printed Name and Title of Agent: ☐Mr. :☐Mrs. :☐Ms._____

Signature of Agent*: _____
(*See Section 1.25 – Signatures Required for Legal Entities)

The person signing the Bid Response shall initial any alterations in figures on this form in ink.

☐ We wish to submit a "No Bid" at this time, but request that our company remain on your Bidders list for this commodity/service.

Anne Arundel County, Maryland
INVITATION FOR BID
IFB NO. 15-021
LAMPS AND BALLASTS

AFFIDAVIT

On behalf of_____, I do solemnly declare and affirm, under penalty of perjury,
(Contractor/Bidder/Offeror)
that to the best of my knowledge, information, and belief:

1. Neither_____, nor any of its officers, directors, or partners, or any
(Contractor/Bidder/Offeror)
of its employees who are directly involved in obtaining or performing contracts with the State of Maryland, a unit of the State (as defined in '16-101 of the State Finance and Procurement Article of the Maryland Annotated Code), or a local governmental entity in the State, has:

(a) been convicted of bribery, attempted bribery, or conspiracy to bribe, under the laws of any State or of the Federal Government;

(b) been convicted under a State or Federal law or Statute of any offense enumerated in '16-203 of the State Finance and Procurement Article of the Maryland Annotated Code; or

(c) been found civilly liable under a State or Federal Antitrust Statute as provided in '16-203 of the State Finance and Procurement Article of the Maryland Annotated Code.

2. _____ shall not knowingly enter into a contract with a public
(Contractor/Bidder/Offeror)
body under which a person or business debarred or suspended under Title 16, Subtitle 3 of the State Finance and Procurement Article of the Maryland Annotated Code will provide, directly or indirectly, supplies, services, architectural services, construction related services, leases of real property, or construction.

3. Neither_____, nor any employee or representative of
(Contractor/Bidder/Offeror)
_____:
(Contractor/Bidder/Offeror)

(a) agreed, conspired, connived, or colluded to produce a deceptive show of competition in the preparation of the bid or offer being submitted; or

(b) has in any manner, directly or indirectly, entered into any agreement, participated in any collusion to fix the price of the bid or proposal of any Bidder or offer of any competitor, or otherwise taken any action in restraint of free competitive bidding in connection with the contract for which the bid or offer is submitted;

4. The Contractor/Bidder/Offeror:

(a) Is not currently identified on the list created by the Maryland State Board of Public works as a person engaging in investment activities in Iran as described in Section 17-702 of the *Maryland State Finance and Procurement Article*; and

(b) Is not currently engaging in investment activities in Iran as described in Section 17-702 of the *Maryland State Finance and Procurement Article*.

If the person is unable to make the certification, it will provide the County, under penalty of perjury, a detailed description of the Contractor/Bidder/Offeror's investment activities in Iran.

Contractor/Bidder/Offeror: _____

By: _____

Title: _____

Date: _____

Subscribed and sworn to before me, a Notary Public of the State of_____,

County or City of _____, this _____ day of _____, 2015.

_____
(Notary Public)

My Commission Expires:_____

Anne Arundel County, Maryland
INVITATION FOR BID
IFB NO. 15-0XX
LAMPS AND BALLASTS

ATTACHMENT A – Bid Evaluation Form

WARNING: completing only this form without bidding a percent discount on the Bid Response Form above shall be rejected as non-responsive

LAMP & BALLAST DESCRIPTION MODEL # AND QUANTITY PER CASE Model numbers are based on the current contract manufacturers	Estimated Quantity per Item (not per case)	Discount offered for this item category	List Price (per item, not per case)	Discount Price (per item, not per case)	Extension (Quantity x Discount Price	Page on mfg Price List	Part # on mfg Price List
FLUORESCENT: T8; F32T8/TL741/ALTO, 30/CS	35745						
FLUORESCENT: T8; F32T8/ADV841/EW/ALTO, 30/CS	2025						
FLUORESCENT: T8; F32T8/ADV835/XEW/ALTO, 30 /CS	4135						
FLUORESCENT: T8; F32T8/ADV841/XEW/ALTO, 30 /CS	22375						
FLUORESCENT: T8; F32T8/ADV850/XEW/ALTO, 30 /CS	3995						
FLUORESCENT: T12; F40T12/CW/SUPREME/ALTO, 30/CS	2514						
COMPACT FLUORESCENT; PL-C26W/35/4P ALTO, 50/CS	386						
COMPACT FLUORESCENT; PL-S13W/827/2P ALTO, 100/CS	503						
FLUORESCENT; UBENT-T8; FB32T8/TL741/6 ALTO, 16/CS	1240						
FLUORESCENT ; UBENT-T8, FB32T8/ADV835/6/XEW ALTO	2300						

H.I.D. LAMPS; METAL HALIDE; M175/U/M, 20/CS	386						
H.I.D. LAMPS; METAL HALIDE; MH250/U	613						
H.I.D. LAMPS; METAL HALIDE; MH400/U	322						
LED, 48" 16.5 WATT, LINEAR T-8: 16.5T8/48-4000 IF	500						
LED, 48" 16.5 WATT, LINEAR T-8: 16.5T8/48-3500 IF	500						
LED, 17 WATT PAR 38, 3000K, 25 DEGREE FLOOD; 17PAR38/F25 3000 DIM AF	500						
LED, 10 WATT MR-16, 3000K, 35 DEGREE FLOOD; 10MR16/END/F35 3000 DIM	500						
LED, 12 WATT PAR 30 LONG NECK, 3000K, 36 DEGREE FLOOD; 12PAR30L/F36 3000 DIM	500						
BALLAST DESCRIPTION							
FLUORESCENT UNV, B232IUNVHP	2635						
FLUORESCENT UNV, B332IUNVHP	970						
FLUORESCENT UNV, B432IUNVHP	2935						
FLUORESCENT UNV, B232IUNVHE	2780						
HIGH PRESSURE SODIUM S150MLTLC3O500K	74						
METAL HALIDE M400ML5AC4M-500K	102						
METAL HALIDE M175MLTAC3M500K	61						
BASIS OF AWARD SHALL BE THE TOTAL EXTENSION FOR ALL LINE ITEMS: $_____							

Anne Arundel County, Maryland
INVITATION FOR BID
IFB NO. 15-0XX
LAMPS AND BALLASTS

ATTACHMENT B

LAMP & BALLAST DESCRIPTION MODEL # AND QUANTITY PER CASE (Model numbers are based on the current contract (4719-OB) manufacturers	Estimated Quantity per Item (not per case)
FLUORESCENT: T5; F28T5/841/ALTO	1200
FLUORESCENT; T8; F17T8/TL835/ALTO, 30/CS	126
FLUORESCENT: T8; F17T8/TL841 ALTO	1635
FLUORESCENT; T8; F25T8/TL835/ALTO, 30/CS	328
FLUORESCENT: T8; F32T8/TL735/ALTO, 30/CS	2605
FLUORESCENT: T8; F32T8/TL741/ALTO, 30/CS	35745
FLUORESCENT: T8; F32T8/TL841/ALTO, 30/CS	1853
FLUORESCENT: T8; F32T8/TL850/ALTO, 30/CS	1600
FLUORESCENT: T8; F32T8/TL741/PLUS/ALTO	1625
FLUORESCENT: T8; F32T8/ADV841/EW/ALTO, 30/CS	2025
FLUORESCENT: T8; F32T8/ADV835/XEW/ALTO, 30 /CS	4135
FLUORESCENT: T8; F32T8/ADV841/XEW/ALTO, 30 /CS	22375
FLUORESCENT: T8; F32T8/ADV850/XEW/ALTO, 30 /CS	3995
FLUORESCENT: T8; F96T8/HO/TL841 PLUS AL, 25/CS	600
FLUORESCENT: T8; F96T8/TL741/PLUS ALTO	298
FLUORESCENT: T12, F20T12/CW/ALTO, 30/CS	210
FLUORESCENT: T12; F40T12/CW/SUPREME/ALTO, 30/CS	2514
FLUORESCENT: T12; F48T12/CW/HO/ALTO, 15/CS	105
FLUORESCENT: T12; F96T12/CW/SUPREME/ALTO, 16/CS	60
FLUORESCENT: F96T12CW/HO-O/ALTO	915
COMPACT FLUORESCENT; PL-C26W/35/4P ALTO, 50/CS	386
COMPACT FLUORESCENT; PL-C26W/35/ALTO, 50/CS	90
COMPACT FLUORESCENT, PL-C26W/41/ALTO	160

COMPACT FLUORESCENT, PL-C18W/41/4P/ALTO	110
COMPAC T FLUORESCENT, PL-C26W/27/4P/ALTO	196
COMPACT FLUORESCENT, PL-C26W/41/4P/ALTO	170
COMPACT FLUORESCENT, PL-T26W/35/4P/ALTO	124
COMPACT FLUORESCENT, PL-T26W/41/4P/ALTO	66
COMPACT FLUORESCENT, PL-T32W/35/4P/ALTO	170
COMPACT FLUORESCENT; PL-S5W/827/2P ALTO, 50/CS	40
COMPACT FLUORESCENT, PL-S9W/841/2P/ALTO	190
COMPACT FLUORESCENT; PL-S13W/827/2P ALTO, 100/CS	503
COMPACT FLUORESCENT; C SUPREME; CF5LS/827, 50 CS	40
LUORESCENT; UBENT-T8 FB31T8/TL841/ALTO, 15/CS	336
FLUORESCENT; UBENT-T8; FB32T8/TL741/6 ALTO, 16/CS	1240
FLUORESCENT ; UBENT-T8, FB32T8/ADV835/6/XEW ALTO	2300
FLUORESCENT: UBENT T-12; FB40T12/CW/SUPREME6, 12/CS	300
INCANDESCENT A-LAMPS; 60A130V, 60/CS	240
INCANDESCENT A-LAMPS; 72A19/EV 120V, 120/CS	17
INCANDESCENT A-LAMPS; 75A 130V, 48/CS	192
INCANDESCENT A-LAMPS; 75A/RS/VS 130V	36
INCANDESCENT A-LAMPS; 150A 120V	106
INCANDESCENT-PAR; 70PAR38/IRC+FL25, 15/CS	185
INCANDESCENT A-LAMPS; 40A 120V	130
INCANDESCENT A-LAMPS; 60A-52A/EW, 48/CS	196
INCANDESCENT A-LAMPS; 300/IF 120V, 24/CS	36
H.I.D. LAMPS; HPS C150S55/ALTO 12/CS	78
H.I.D. LAMPS; HIGH PRESSURE SODIUM; C400S51/ALTO, 20/CS	258
H.I.D. LAMPS; HIGH PRESSURE SODIUM;	70

C100S54/M, 12/CS	
H.I.D. LAMPS; METAL HALIDE; M175/U/M, 20/CS	386
H.I.D. LAMPS; METAL HALIDE; MH250/U	613
H.I.D. LAMPS; METAL HALIDE; MH400/U	322
H.I.D. LAMPS; MERCURY VAPOR; H37KC-250/DX, 6/CS	12
PROJECTION LAMPS; ENX (PS-330-O)	24
BALLAST DESCRIPTION	
FLUORESCENT B232IUNVHE	20
FLUORESCENT 277V, B234SR277M	13
FLUORESCENT UNV, B259IUNVHP-A DOUBLE LAMP	109
FLUORESCENT B232IUNVHE	24
FLUORESCENT UNV, B132IUNVHP	10
FLUORESCENT UNV, B232IUNVHP	2635
FLUORESCENT UNV, B332IUNVHP	970
FLUORESCENT UNV, B432IUNVHP	2935
FLUORESCENT UNV, B232IUNVHE	2780
FLUORESCENT 120V, B234SR120M	62
HIGH PRESSURE SODIUM S400ML5AC4M500K	41
HIGH PRESSURE SODIUM S250ML5AC40	9
HIGH PRESSURE SODIUM S150MLTLC3O500K	74
HIGH PRESSURE SODIUM S100MLTLC3M500K	8
HIGH PRESSURE SODIUM S70MLTLC3M500K	18
HIGH PRESSURE SODIUM S50MLTLC3M500K	4
HIGH PRESSURE SODIUM S100120RCEM500K	8
METAL HALIDE M250ML5AC3M-500K	39
METAL HALIDE M400ML5AC4M-500K	102
METAL HALIDE M1000ML5AC5M500K	4
METAL HALIDE M175MLTAC3M500K	61
METAL HALIDE M150MLTLC3M500K	8
METAL HALIDE M100MLTLC3M500K	49
METAL HALIDE M70MLTLC3M500K	14

Anne Arundel County, Maryland
INVITATION FOR BID
IFB NO. 15-021
LAMPS AND BALLASTS

Vendor Information Form

It is further agreed by the undersigned that upon our receipt of your written advice of the acceptance of our Bid, the necessary contract will be executed within ten (10) calendar days after such notice.

Bidding Firm Name: C.N. Robinson Lighting Supply Company, Inc.
Business Name (e.g., Corp., Inc., Co., T/A, DBA, etc.)

Federal Tax Identification No./SS#: 52-0687144

Street Address: 4318 Washington Boulevard

City and State: Baltimore, MD Zip Code 21227

Business Phone: (Toll Free #, if applicable) 800-545-0440 Date: 3/24/15

Fax Number: 410-644-8827 Terms of Payment: Net 30 Days

Contact Name and Title: ☑ Mr. ☐ Mrs. ☐ Ms. Pete Gray

Email Address: pete@cnrlight.com

Website Address, if available: www.cnrlight.com

Registration # Issued by the MD Dept. of Assessment and Taxation*: D0183814
(*See Section 1.13 Corporation Registration)

Name and address of any affiliated company providing goods or services under the agreement: _____

In accordance with the County Code, Article 8-2-120, please list any affiliation with a County employee(s) or official(s). **Include name and type of affiliation** (i.e., relative, business associate, etc.). *(Write "none" if there are no affiliations.)*:

- Name: None Affiliation: _____
  County Agency or Company Name Where Employed _____
- Name: _____ Affiliation: _____
  County Agency or Company Name Where Employed _____
- Name: _____ Affiliation: _____
  County Agency or Company Name Where Employed _____

Does your firm qualify as a Minority Business Enterprise? Y or (N)
MBE Designations ☐ Black Male ☐ Black Woman ☐ Women ☐ Asian ☐ Hispanic ☑ None

Printed Name and Title of Agent: ☑ Mr. : ☐ Mrs. : ☐ Ms. Peter J. Gray Vice President

Signature of Agent*: Peter Gray
(*See Section 1.25 – Signatures Required for Legal Entities)

The person signing the Bid Response shall initial any alterations in figures on this form in ink.

☐ We wish to submit a "No Bid" at this time, but request that our company remain on your Bidders list for this commodity/service.

Anne Arundel County, Maryland
INVITATION FOR BID
IFB NO. 15-021
LAMPS AND BALLASTS

Vendor Information Form

It is further agreed by the undersigned that upon our receipt of your written advice of the acceptance of our Bid, the necessary contract will be executed within ten (10) calendar days after such notice.

Bidding Firm Name: C.N. Robinson Lighting Supply Company, Inc.
Business Name (e.g., Corp., Inc., Co., T/A, DBA, etc.)

Federal Tax Identification No./SS#: 52-0687144

Street Address: 4318 Washington Boulevard

City and State: Baltimore, MD Zip Code 21227

Business Phone: (Toll Free #, if applicable) 800-545-0448 Date: 3/24/15

Fax Number: 410-644-8827 Terms of Payment: Net 30 Days

Contact Name and Title: ☑ Mr. ☐ Mrs. ☐ Ms. Pete Gray

Email Address: pete@cnrlight.com

Website Address, if available: www.cnrlight.com

Registration # Issued by the MD Dept. of Assessment and Taxation*: D0183814
(*See Section 1.13 Corporation Registration)

Name and address of any affiliated company providing goods or services under the agreement:
None

In accordance with the County Code, Article 8-2-120, please list any affiliation with a County employee(s) or official(s). **Include name and type of affiliation** (i.e., relative, business associate, etc.). *(Write "none" if there are no affiliations.)*:

- Name: None Affiliation:
  County Agency or Company Name Where Employed
- Name: Affiliation:
  County Agency or Company Name Where Employed
- Name: Affiliation:
  County Agency or Company Name Where Employed

Does your firm qualify as a Minority Business Enterprise? Y or (N)
MBE Designations ☐ Black Male ☐ Black Woman ☐ Women ☐ Asian ☐ Hispanic ☑ None

Printed Name and Title of Agent: ☑ Mr. : ☐ Mrs. : ☐ Ms. Peter J. Gray Vice President

Signature of Agent*: Peter Gray
(*See Section 1.25 – Signatures Required for Legal Entities)

The person signing the Bid Response shall initial any alterations in figures on this form in ink.

☐ We wish to submit a "No Bid" at this time, but request that our company remain on your Bidders list for this commodity/service.

Rev. 10/10/14

ANNE ARUNDEL COUNTY, MARYLAND
Annapolis, Maryland

ADDENDUM NO. 1
FEBRUARY 19, 2015

IFB NO. 15-021
LAMPS AND BALLASTS

TO ALL BIDDERS: Please see the following for the above-mentioned IFB resulting from questions from Bidders.

1. Clause 2.6: Delete "/INSTALLATION" from the heading.

2. Q: is there a minority requirement on this Bid? If not, why?

   A: The County does not have minority requirements as we have never completed a disparity study to justify the need. Businesses are referred to Joanne Jackson, our Minority/Small Business Coordinator for information and support. She can be reached at 410-222-7667.

3. Q: Clause 3.1: Are only the pre-approved manufacturers allowed?

   A: No, any US-based manufacturer that is UL approved will be considered that has a full range of lamps and/or ballasts.

4. Q: Will the County accept LED's (instead of fluorescents) if they can be installed in the existing fixtures without modifications?

   A: yes.

5. As requested, copies of the Pre-Bid sign-in sheets are attached.

6. In an effort to confirm that each Bidder's offerings listed in Attachment A (Bid Evaluation Form) are equivalents, Bidders are encouraged (though not required) to complete the last column of Attachment A and submit to the County for pre-approval. All lists submitted will be posted in a future Addendum to allow the Bidder community to comment. Decisions on whether an offering is equivalent or not shall be at the sole discretion of the County. To participate in this option, Bidders shall complete and return Attachment A with just the last column completed no later than 3 pm on Thursday, February 26, 2015. A copy of Attachment A in Word format is available as a separate download from the web sites.

7. All other Terms and Conditions remain the same.

Anne Arundel County, Maryland
INVITATION FOR BID
IFB NO. 14-068
TRUCKS, WITH SEWER JET CLEANING VACUUM EQUIPMENT

NOTE: THIS ADDENDUM AND ACKNOWLEDGMENT MUST ACCOMPANY THE BID RESPONSE TO MAKE IT VALID.

Return to:
Purchasing Agent
Anne Arundel County Heritage Office Complex
2660 Riva Road, 3rd Floor, Annapolis, MD 21401

Sir/Madam:
This will acknowledge receipt of Addendum No. 1 to **IFB NO. 15-021 LAMPS AND BALLASTS**

Date: 2/23/15 **FIRM NAME:** C. N. Robinson Lighting Supply Co., Inc.

SIGNATURE: [signature]

TITLE: Vice President

Signature shall conform to requirements of the IFB.

ANNE ARUNDEL COUNTY, MARYLAND
Annapolis, Maryland

ADDENDUM NO. 2
FEBRUARY 27, 2015

IFB NO. 15-021
LAMPS AND BALLASTS

TO ALL BIDDERS: Please see the following for the above-mentioned IFB resulting from questions from Bidders.

1. Attached are copies of proposed equivalents received from potential Bidders. They are in no particular order. Bidders may comment to the Buyer, Stephen J Ports, CPPB at phport15@aacounty.org through close of business on March 3, 2015. All equivalents shall be considered as accepted unless specifically rejected in a future Addendum to IFB 14-021 published prior to the Bid Opening. Equivalents offered shall be evaluated by the County and the County's decision whether to accept or reject shall be final.

2. A usage report on the current contract has been requested and will be provided in a future Addendum if available prior to March 6, 2015.

3. Invoices, monthly statements, and/or usage reports for potential Bidders shall not be reviewed prior to the Bid Opening. All such documents need to confirm to the requirements of the IFB.

4. Q: When orders are placed after 1 pm the order will be processed the next business day... Is this acceptable?
   A: See clause 3.6.3

5. Q: When an item is deemed obsolete by the Lamp and Ballast mfg, what is the preferred method of notification of item change?
   A: There is no preferred method of notification.

6. All other Terms and Conditions remain the same.

NOTE: THIS ADDENDUM AND ACKNOWLEDGMENT MUST ACCOMPANY THE BID RESPONSE TO MAKE IT VALID.

Anne Arundel County, Maryland
INVITATION FOR BID
IFB NO. 14-068
TRUCKS, WITH SEWER JET CLEANING VACUUM EQUIPMENT

Return to:
Purchasing Agent
Anne Arundel County Heritage Office Complex
2660 Riva Road, 3rd Floor, Annapolis, MD 21401

Sir/Madam:
This will acknowledge receipt of Addendum No. 2 to **IFB NO. 15-021 LAMPS AND BALLASTS**

Date: 2/27/15 **FIRM NAME:** C.N. Robinson Lighting Supply Co., Inc

SIGNATURE: Patty Gray

TITLE: Vice President

Signature shall conform to requirements of the IFB.

ANNE ARUNDEL COUNTY, MARYLAND
Annapolis, Maryland

ADDENDUM NO. 3
MARCH 6, 2015

IFB NO. 15-021
LAMPS AND BALLASTS

TO ALL BIDDERS: Please see the following for the above-mentioned IFB resulting from questions from Bidders.

1. The Bid due date and time has been changed to March 24, 2015 at 1:30 pm. Another Addenda will be posted with answers to the remaining questions and acceptance or rejection of the alternate lamps and ballasts offered.

2. All other Terms and Conditions remain the same.

NOTE: THIS ADDENDUM AND ACKNOWLEDGMENT MUST ACCOMPANY THE BID RESPONSE TO MAKE IT VALID.

Return to:
Purchasing Agent
Anne Arundel County Heritage Office Complex
2660 Riva Road, 3rd Floor, Annapolis, MD 21401

Sir/Madam:
This will acknowledge receipt of Addendum No. 3 to **IFB NO. 15-021 LAMPS AND BALLASTS**

Date: 3/6/15 **FIRM NAME:** C. N. Robinson Lighting Supply Co., Inc

SIGNATURE: Kelly Gray

TITLE: Vice President

Signature shall conform to requirements of the IFB.

ANNE ARUNDEL COUNTY, MARYLAND
Annapolis, Maryland

ADDENDUM NO. 4
MARCH 18, 2015

IFB NO. 15-021
LAMPS AND BALLASTS

TO ALL BIDDERS: Please see the following for the above-mentioned IFB resulting from questions from Bidders.

1. Quantities purchased between March 1, 2014 and February 28, 2015 off the previous contract with C N Robinson are attached.

2. Attached is the list of equivalent items that will be used by the County in evaluating Bids.

3. All other Terms and Conditions remain the same.

NOTE: THIS ADDENDUM AND ACKNOWLEDGMENT MUST ACCOMPANY THE BID RESPONSE TO MAKE IT VALID.

Return to:
Purchasing Agent
Anne Arundel County Heritage Office Complex
2660 Riva Road, 3rd Floor, Annapolis, MD 21401

Sir/Madam:
This will acknowledge receipt of Addendum No. 4 to **IFB NO. 15-021 LAMPS AND BALLASTS**

Date: 3/19/15 **FIRM NAME:** C.N. Robinson Lighting Supply Co., Inc.

SIGNATURE: [signature]

TITLE: Vice President

Signature shall conform to requirements of the IFB.

Anne Arundel County, Maryland
INVITATION FOR BID
IFB NO. 15-021
LAMPS AND BALLASTS

BID RESPONSE FORM
(Submit Original and One Duplicate Copy)

Purchasing Agent
The Heritage Office Complex
2660 Riva Road, 3rd Floor
Annapolis, Maryland 21401

In accordance with your Announcement, the Bid Response and Specifications contained herein and dated February 3, 2014, and your General Information and Notice to Bidders bearing the same date, we wish to quote the following:

Item # **Description**

Item #1: Lamps, All <u>except</u> excluded items and LED, discount off Manufacturers published price sheet, per Specifications

92.2 % discount to be deducted from List Price (non-excluded or LED items)

Manufacture Bid: Philips Price List offered: PS100U Effective 01/01/2015 "Trade Price" column

Statement of Warranty see attached

Item #2: Lamps, Excluded Items (No LED), discount off Manufacturers published price sheet, per Specifications

94.25 % discount to be deducted from List Price (excluded items, not LED)

Manufacture Bid: Philips Price List offered: PS100U Effective 01/01/2015 "Trade Price" column

Statement of Warranty see attached

Bidder's Company Name: C.N. Robinson Lighting Supply Co. Inc.

Anne Arundel County, Maryland
INVITATION FOR BID
IFB NO. 15-021
LAMPS AND BALLASTS

Item # **Description**

Item #3: Lamps, LED only, discount off Manufacturers published price sheet, per Specifications

8.0 % discount to be deducted from List Price, LED only

Manufacture Bid: Philips Price List offered: PS 500 LED Effective 2/9/2015

Statement of Warranty see attached

Item #4: Ballast, for Lamps, All items, Included excluded items, discount off manufacturers published price sheet, per Specifications

93.5 % discount to be deducted from List Price for all Ballast (no exclusions)

Manufacture Bid: Philips/Advance Price List offered: 165CC Effective July 1, 2017 "Less Standard Carton" Column

Statement of Warranty see attached

Award shall be made to the lowest TOTAL OF EXTENSIONS FOR <u>ALL LISTED ITEMS</u> on Attachment A, as detailed in and subject to modification by Clause 3.7 above.

The person signing the Bid Response shall initial any alterations in figures on this form in ink.

The Bidder certifies that this Bid Response has been duly authorized and approved by all required organizational action of the Bidder.

The person executing this Bid Response on behalf of the Bidder certifies that he or she has the legal and organizational authority to do so.

Bidder's Company Name: C.N. Robinson Lighting Supply Co. Inc.

Anne Arundel County, Maryland
INVITATION FOR BID
IFB NO. 15-0XX
LAMPS AND BALLASTS

ATTACHMENT A – Bid Evaluation Form
WARNING: completing <u>only</u> this form without bidding a percent discount on the Bid Response Form above shall be rejected as non-responsive

LAMP & BALLAST DESCRIPTION MODEL # AND QUANTITY PER CASE Model numbers are based on the current contract manufacturers	Estimated Quantity per Item (not per case)	Discount offered for this item category	List Price (per item, not per case)	Discount Price (per item, not per case)	Extension (Quantity x Discount Price	Page on mfg Price List	Part # on mfg Price List
FLUORESCENT: T8; F32T8/TL741/ALTO, 30/CS	35745	94.25 %	17.44	1.003	35,852.24	24	F32T8/TL741 ALTO
FLUORESCENT: T8; F32T8/ADV841/EW/ALTO, 30/CS	2025		44.94	2.584	5,232.60	22	F32T8/ADV841/EW/ALTO 25W
FLUORESCENT: T8; F32T8/ADV835/XEW/ALTO, 30 /CS	4135		50.05	2.878	11,900.53	22	F32T8/ADV835/XEW/ALTO 25W
FLUORESCENT: T8; F32T8/ADV841/XEW/ALTO, 30 /CS	22375		50.05	2.878	64,395.25	22	F32T8/ADV841/XEW/ALTO 25W
FLUORESCENT: T8; F32T8/ADV850/XEW/ALTO, 30 /CS	3995		54.26	3.12	12,464.40	22	F32T8/ADV850/XEW/ALTO 25W
FLUORESCENT: T12; F40T12/CW/SUPREME/ALTO, 30/CS	2514	92.2 %	21.36	1.666	4,188.32	25	F40T12/CWSupreme/ALTO
COMPACT FLUORESCENT; PL-C26W/35/4P ALTO, 50/CS	386	94.25 %	52.07	2.994	1155.68	17	PL-C26W/35/4P/ALTO 10 PK
COMPACT FLUORESCENT; PL-S13W/827/2P ALTO, 100/CS	503	92.2 %	17.40	1.357	682.57	15	PL-S13W/827/2P ALTO 10 PK
FLUORESCENT; UBENT-T8; FB32T8/TL741/6 ALTO, 16/CS	1240	94.25 %	41.75	2.401	2977.24	24	FB32T8/TL741/6 ALTO 20 PK
FLUORESCENT ; UBENT-T8, FB32T8/ADV835/6/XEW ALTO	2300	94.25 %	110.51	6.354	14,614.20	24	FB32T8/ADV835/6/XEW ALTO 25W

C.N. Robinson Lighting Supply Co.
4318 Washington Blvd
Baltimore, Maryland 21227
800-545-0440 ~ 410.242.4172

Anne Arundel County, Maryland
INVITATION FOR BID
IFB NO. 15-021
LAMPS AND BALLASTS

H.I.D. LAMPS; METAL HALIDE; M175/U/M, 20/CS	386	92.2 %	171.14	13.349	5152.71	32	MH 175/U/M 12PK
H.I.D. LAMPS; METAL HALIDE; MH250/U	613	92.2 %	143.34	11.181	6,853.95	32	MH 250/U 12 PK
H.I.D. LAMPS; METAL HALIDE; MH400/U	322	92.2 %	133.39	10.404	3350.09	32	MH400/U 6PK
LED, 48" 16.5 WATT, LINEAR T-8: 16.5T8/48-4000 IF	500	8.0 %	17.60	16.192	8096.00	1	16.5T8/48-4000 IF
LED, 48" 16.5 WATT, LINEAR T-8: 16.5T8/48-3500 IF	500	8.0 %	17.60	16.192	8,096.00	1	16.5T8/48-3500 IF
LED, 17 WATT PAR 38, 3000K, 25 DEGREE FLOOD; 17PAR38/F25 3000 DIM AF	500	8.0 %	19.80	18.216	9108.00	1	17PAR38/F25 3000 DIM AF
LED, 10 WATT MR-16, 3000K, 35 DEGREE FLOOD; 10MR16/END/F35 3000 DIM	500	8.0 %	13.20	12.144	6072.00	2	10MRX16/F35 3000 DIM HO
LED, 12 WATT PAR 30 LONG NECK, 3000K, 36 DEGREE FLOOD; 12PAR30L/F36 3000 DIM	500	8.0 %	17.60	16.192	8096.00	2	12PAR30L/F36 3000 DIM
BALLAST DESCRIPTION							
FLUORESCENT UNV, B232IUNVHP	2635	93.5 %	112.34	7.302	19,240.17	4	1CN2P32N351
FLUORESCENT UNV, B332IUNVHP	970		124.82	8.113	7869.61	5	1CN3P32N351
FLUORESCENT UNV, B432IUNVHP	2935		137.29	8.924	26,191.94	5	1CN4P32N351
FLUORESCENT UNV, B232IUNVHE	2780		119.70	7.781	21,631.18	7	10PA2P32N351
HIGH PRESSURE SODIUM S150MLTLC3O500K	74		582.97	37.893	2804.08	21	71A8172001D
METAL HALIDE M400ML5AC4M-500K	102		538.86	35.026	3572.65	19	71A6051001D
METAL HALIDE M175MLTAC3M500K	61		311.50	20.248	1235.13	18	71A5570001D
BASIS OF AWARD SHALL BE THE TOTAL EXTENSION FOR ALL LINE ITEMS: $ 290,833.14							

C.N. Robinson Lighting Supply Co.
4318 Washington Blvd
Baltimore, Maryland 21227
800-545-0440 ~ 410.242.4172

Anne Arundel County, Maryland
INVITATION FOR BID
IFB NO. 15-021
LAMPS AND BALLASTS

AFFIDAVIT

On behalf of C.N. Robinson Lighting Supply Co. Inc (Contractor/Bidder/Offeror) I do solemnly declare and affirm, under penalty of perjury, that to the best of my knowledge, information, and belief:

1. Neither C.N. Robinson Lighting Supply Co. Inc. (Contractor/Bidder/Offeror), nor any of its officers, directors, or partners, or any of its employees who are directly involved in obtaining or performing contracts with the State of Maryland, a unit of the State (as defined in '16-101 of the State Finance and Procurement Article of the Maryland Annotated Code), or a local governmental entity in the State, has:

(a) been convicted of bribery, attempted bribery, or conspiracy to bribe, under the laws of any State or of the Federal Government;

(b) been convicted under a State or Federal law or Statute of any offense enumerated in '16-203 of the State Finance and Procurement Article of the Maryland Annotated Code; or

(c) been found civilly liable under a State or Federal Antitrust Statute as provided in '16-203 of the State Finance and Procurement Article of the Maryland Annotated Code.

2. C.N. Robinson Lighting Supply Co. Inc (Contractor/Bidder/Offeror) shall not knowingly enter into a contract with a public body under which a person or business debarred or suspended under Title 16, Subtitle 3 of the State Finance and Procurement Article of the Maryland Annotated Code will provide, directly or indirectly, supplies, services, architectural services, construction related services, leases of real property, or construction.

3. Neither C.N. Robinson Lighting Supply Co. Inc. (Contractor/Bidder/Offeror), nor any employee or representative of C.N. Robinson Lighting Supply Co. Inc. (Contractor/Bidder/Offeror):

(a) agreed, conspired, connived, or colluded to produce a deceptive show of competition in the preparation of the bid or offer being submitted; or

(b) has in any manner, directly or indirectly, entered into any agreement, participated in any collusion to fix the price of the bid or proposal of any Bidder or offer of any competitor, or otherwise taken any action in restraint of free competitive bidding in connection with the contract for which the bid or offer is submitted;

4. The Contractor/Bidder/Offeror:

(a) Is not currently identified on the list created by the Maryland State Board of Public works as a person engaging in investment activities in Iran as described in Section 17-702 of the *Maryland State Finance and Procurement Article*; and

(b) Is not currently engaging in investment activities in Iran as described in Section 17-702 of the *Maryland State Finance and Procurement Article*.

If the person is unable to make the certification, it will provide the County, under penalty of perjury, a detailed description of the Contractor/Bidder/Offeror's investment activities in Iran. .

Contractor/Bidder/Offeror: C.N. Robinson Lighting Supply Co., Inc.

By: Matt Gray

Title: Vice President

Date: 3/23/2015

Subscribed and sworn to before me, a Notary Public of the State of Maryland, County or City of Anne Arundel, this 23rd day of March, 2015.

(Notary Public)

My Commission Expires: 12/7/2015

Mr. Stephen J. Ports, CPPB
Anne Arundel County
Office of the Purchasing Agent
2660 Riva Road, 3rd Floor
Annapolis, Maryland 21401

March 23, 2015

Re: IFB No. 15-021, Lamps and Ballast

Dear Mr. Ports,

Thank you for the opportunity to submit a bid for the lamp and ballast requirements for Anne Arundel County and other members of the Mid-Atlantic Purchasing Team. I wish to bring to your attention our capabilities and commitment to the lighting industry.

C.N. Robinson is a wholesale lighting distributor that has been serving our area for over 142 years. We have a highly trained and dedicated staff of over 30 employees, some of which have been with our company for over 25 years. We pride ourselves on being experts in our field. We have an "LC" (Lighting Certified) professional on staff, as well as, six Account Executives, five Inside Sales/Customer Service Representatives, and a Customer Service Manager available to service this contract. The Account Executives and the Inside Sales staff can all assist with processing orders, expediting deliveries and addressing any issues or needs that may arise. We can receive orders via phone, fax, email, on-line or text message as well as traditional mail service. From our main location on Washington Boulevard in Halethorpe we ship products anywhere in the State of Maryland. Our Herndon, Virginia location serves as additional warehouse space and shipping point for deliveries in the DC Metro/ Capital Beltway area as well as Northern Virginia. We currently have four 24 foot delivery trucks that serve our trading area. We have very efficient warehouses in both our Baltimore and Herndon locations that carry a total inventory value in excess of $1.2 million. The majority of our inventory is lamps and ballasts.

In addition to these capabilities, we regularly assist our customers with lamp and ballast identification, recommendations for longer life and energy-saving alternatives, trouble shooting and application assistance. We can also provide training for your staff, either on-site or at our location as well as our Vendors' locations.

We look forward to continuing to serve your lighting needs with quality products and exceptional service. Please feel free to contact me any time to discuss our capabilities in more detail. Thank you.

Best Regards,

Peter J. Gray, LC
Vice President

C.N. Robinson Lighting Supply Co.
www.cnrlight.com

4318 Washington Blvd. Baltimore, MD 21227 • phone: 410-242-4172 • fax: 410-644-8827

PHILIPS

Limited Warranty: Components (Lamps, Drivers, Ballasts and Modules)

Philips Lighting North America Corporation (**"Philips"**) warrants to the original purchaser (**"Purchaser"**) that the Philips branded components identified on Schedule 1 (**"Products"**) will be free from defects in material and workmanship which cause the Product to fail to operate in accordance with the performance specifications set forth in documentation published for or provided with the Product (**"Specifications"**) for the applicable period and subject to the additional terms and conditions set forth on Schedule 1 from (unless otherwise noted on Schedule 1) the earlier of the date of installation or six (6) months after the date of manufacturing (**"Warranty Period"**). For LED Products, the Product shall be considered defective only if 10% or more of the LED components fail for such Product.

If any Product covered by this limited warranty is returned by Purchaser in accordance with Philip's Terms and Conditions of Sale (available at www.philips.com/termsandconditionsprofessional) within the Warranty Period, and Philips determines to its satisfaction that such Product failed to satisfy this warranty, Philips will, at its option, repair or replace the Product or the defective part thereof, or reimburse Purchaser for the purchase price, subject to the terms and conditions set forth herein. For purposes of clarity, "repair or replace the Product or the defective part thereof" does not include any removal or reinstallation costs or expenses, including, without limitation, any labor costs or expenses, shipping costs to return non-conforming Products or any damages that may occur during the return of Product to Philips. If Philips chooses to replace the Product and is not able to do so because it has been discontinued or is not available, Philips may replace it with a comparable product. Philips reserves the right to use new, reconditioned, refurbished, repaired or remanufactured products or parts in the repair or replacement of any Product covered by this limited warranty.

This limited warranty is subject to the following additional conditions:

- The Products have been properly handled, stored, wired, transported, installed, operated and maintained in accordance with the applicable Specifications.
- A Philips representative will have access to the failed Products and the fixtures used to operate them. If the fixture or other parts become suspect, the representative shall have the right to invite other manufacturers' representatives to evaluate the lighting system components.
- The Product has been purchased directly from an authorized Philips distributor/dealer for use in regions that are within the jurisdiction of the United States or Canada.
- If applicable, purchase receipt for the Product is available for inspection by Philips.

This limited warranty does not apply to damage or failure to perform arising as a result of any acts of God or from any abuse, misuse, abnormal use, improper power supply, powers surges or fluctuations, corrosive environments, neglect, exposure or any use or installation in violation of the instructions or restrictions prescribed by Philips or any applicable standard or code, including those contained in the latest National Electrical Code, Standards for Safety of Underwriters Laboratory, Inc. (UL), the American National Standards Institute (ANSI), or, in Canada, the Canadian Standards Association (CSA). No agent, distributor or dealer is authorized to change, modify or extend the terms of this limited warranty on behalf of Philips. THIS LIMITED WARRANTY IS VOID IF THE PRODUCT IS NOT USED FOR THE PURPOSE FOR WHICH IT IS DESIGNED OR IF ANY REPAIRS OR ALTERATIONS ARE MADE BY ANY PERSON NOT AUTHORIZED BY PHILIPS IN WRITING.

THIS LIMITED WARRANTY IS THE ONLY WARRANTY GIVEN BY PHILIPS WITH RESPECT TO THE PRODUCTS AND THE SOLE REMEDY FOR ANY AND ALL CLAIMS, IN CONTRACT, IN TORT OR OTHERWISE ARISING FROM THE FAILURE OF PRODUCT AND IS GIVEN IN LIEU OF ALL OTHER WARRANTIES, EXPRESS OR IMPLIED, INCLUDING, BUT NOT LIMITED TO, WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE, WHICH WARRANTIES ARE HEREBY EXPRESSLY DISCLAIMED. PURCHASER'S EXCLUSIVE REMEDY FOR ANY NONCONFORMITY OR DEFECT IN ANY PRODUCT SHALL BE ONLY AS EXPLICITLY SET FORTH HEREIN. UNDER NO CIRCUMSTANCES SHALL PHILIPS' AGGREGATE LIABILITY ARISING OUT OF OR IN CONNECTION WITH A DEFECTIVE PRODUCT, IN CONTRACT, TORT OR OTHERWISE, EXCEED THE PURCHASE PRICE OF THE PRODUCT TO WHICH SUCH LIABILITY RELATES. IN NO EVENT SHALL PHILIPS BE LIABLE FOR SPECIAL, INCIDENTAL, CONSEQUENTIAL, INDIRECT OR COMPENSATORY DAMAGES, INCLUDING, WITHOUT LIMITATION, DAMAGES RESULTING FROM LOSS OF USE, PROFITS, BUSINESS OR GOODWILL EVEN IF PHILIPS WAS ADVISED OF OR WAS OTHERWISE AWARE OF THE POSSIBILITY OF SUCH DAMAGES.

This limited warranty is effective for the purchases of the Product on or after the effective date set forth herein and is in consideration of and is expressly subject to and conditioned by the terms set forth herein. Philips reserves the right to modify this warranty from time to time and any modifications shall be effective for all orders placed on or after the effective date of such revised warranty.

Updated December 2014
North America Corporation
200 Franklin Square Drive, Somerset, NJ 08873.
Tel. 855-486-2216

Imported by:
Philips Lighting A division of Philips Electronics Ltd.
281 Hillmount Rd, Markham, ON, Canada L6C 2S3
Tel. 800-668-9008

Limited Warranty: Components (Lamps, Drivers, Ballasts and Modules)

Schedule 1 (page 1 of 3)

All Philips components not otherwise described below shall have the warranty period identified on the product packaging or, if no warranty period is identified, a warranty period of 1 year.

LED			
Lamps	InstantFit		5 years[1]
	Bulb (A-Shape)		3 years[1]
	Reflectors (PAR/BR)		5 years[1]
	Small Spots (MR/GU10)		3 years[1]
	Decorative (Candles)		3 years[1]
	Linear (T8 LED)		5 years[1]
Drivers	Xitanium LED Drivers (case temp. within limits on data sheet)		5 years[2]
Modules	EvoKit		5 years[2]
	Fortimo LED Line Low Voltage Systems		5 years[2]
	Fortimo LED Downlight Module System		5 years[2]
	Fortimo LED Spotlight Module System		5 years[2]
	Fortimo LED Twistable Downlight Module Gen 2 System		3 years[1]
	Lexel Downlight Module System		3 years[1]
	Philips Fortimo Led High Brightness Module (HBMi) System		5 years[2]
	IntaGrade Display Lighting		5 years[2]
	PrimeSet Display Lighting		5 years[2]

Special Conditions for LED

[1] Warranty Period based on lamp operation of 12 hours per day, 365 days per year

[2] Warranty Period commences on the date of manufacturing

HID			
Lamps	AllStart Lamps		2 years[1]
	AllStart Long Life Lamp		3 years[1]
	CosmoWhite Lamps		2 years[1]
	Low Pressure Sodium (SOX) Lamps		1 year[1]
	Quartz Metal Halide (excluding MH1500) Lamps		1 year[2]
	CDM Elite		18 months[5]
	High Pressure Sodium – Standard Life		3 years[2,3]
	High Pressure Sodium – Dual Arc/Instant Restrike		5 years[2]
	High Pressure Sodium – Non-cycling		4 years[2,4]
	MasterColor Elite MediumWattage		2 years[1]
Ballasts	Magnetic High Intensity Discharge (HID)		2 years[5]
	e-Vision Electronic HID (case temp. between the maximum rating marked on the ballast and 9°C below such maximum rating)		2 years[5]
	CosmoPolis Electronic HID (case temp. no higher than the maximum rating marked on the ballast)		5 years[5]
	e-Vision Electronic HID (case temp at least 10°C below the maximum rating marked on the ballast)		5 years[5]

Special Conditions for HID Components

[1] Warranty Period based on a maximum operation of 4000 hours per year

[2] Warranty Period based on a maximum operation of 4500 hours per year

[3] In the event of Product failure during the Warranty Period, such Product shall be replaced as follows: (i) 2 for 1 failed lamp replacement if failure occurs during the first year; (ii) 1 for 1 failed lamp replacement if failure occurs during the second year; and (iii) 1 for 2 failed lamp replacement if failure occurs during the final year of the Warranty Period

[4] In the event of Product failure during the Warranty Period, such Product shall be replaced as follows: (i) 2 for 1 failed lamp replacement if failure occurs during the first year, (ii) 1 for 1 failed lamp replacement if failure occurs during the second year, and (iii) 1 for 2 failed lamp replacement if failure occurs during the third or final year of the Warranty Period

[5] Warranty Period commences on the date of manufacturing

Limited Warranty: Components (Lamps, Drivers, Ballasts and Modules)

Schedule 1 (page 2 of 3)

LINEAR FLUORESCENT			
Lamps	T5 standard and high output (14w, 21w, 28w, 35w, 24w, 39w, & 54w)		30/36months[2]
	T5 Energy Advantage (25w & 49w – including amalgam lamp)		36/42months[2]
	T5 Extra Energy Advantage (44w)		42/48months[2]
	T5 Extra Long Life (XLL) lamps		48/72months[2]
	T5 Lamps used on programmed start ballasts with sensors (set to 15 minutes minimum on time)		2 years[2]
	T8 700, HL700 & 800 Series		30/30months[1]
	Advantage T8 32W High Lumen		30/30months[1]
	Plus T8 32W		36/42months[1]
	T8 Energy Advantage & Value Energy Advantage 25W & 28W		36/42months[1]
	Energy Advantage T8 25W XLL, 28W XLL & 32W Extra Long Life (XLL)		42/48months[1]
	32W Twice the Life T8 (2XL)		42/48months[1]
	Energy Advantage T8 25W 2XL & 28W 2XL Twice the Life (2XL)		48/60months[1]
	T8 700 & 800 Series		30/36months[4]
	Advantage T8 32W High Lumen		36/36months[4]
	Plus T8 32W		42/48months[4]
	T8 Energy Advantage & Value Energy Advantage 25W and 28W		48/54months[4]
	Energy Advantage T8 25W XLL, 28W XLL & 32W Extra Long Life (XLL)		48/60months[4]
	32W Twice the Life T8 (2XL)		48/72months[4]
	Energy Advantage T8 25W 2XL & 28W 2XL Twice the Life (2XL)		60/84months[4]
	T8 700 & 800 Series & Advantage T8 32W High Lumen		18months[3]
	Plus T8 32W, T8 Energy Advantage & Value Energy Advantage 25W&28W		2 years[3]
	Energy Advantage T8 25W XLL, 28W XLL, 32W Extra Long Life (XLL), 32W Twice the Life T8 (2XL)		30months[3]
	Energy Advantage T8 25W 2XL & 28W 2XL Twice the Life (2XL)		36months[3]
	T5 Circline (TL5)		1 year
	T12 Lamps		1 year
Ballasts	Magnetic Fluorescent		2 years[1]
	AmbiStar Electronic (case temp 65°C or less)		2 years[3]
	Centium Electronic 90C (case temp between 71°C and 90°C)		3 years[3]
	Optanium Electronic 90C (case temp between 71°C and 90°C)		3 years[3]
	Optanium Electronic T5/HO (case temp between 71°C and 90°C)		3 years[3]
	signPRO Electronic Sign (case temp 90°C or less)		3 years[3]
	SmartMate Compact Fluorescent (case temp between 76°C and 85°C)		3 years[3]
	Centium Electronic (case temp 70°C or less)		5 years[3]
	Centium Electronic 90C (case temp 70°C or less)		5 years[3]
	Mark 7 0-10V Electronic Dimming (case temp 70°C or less)		5 years[3]
	Mark 10 Powerline Electronic Dimming (case temp 70°C or less)		5 years[3]
	Optanium Electronic (case temp 70°C or less)		5 years[3]
	Optanium Electronic 90C (case temp 70°C or less)		5 years[3]
	Optanium Electronic T5/HO (case temp 70°C or less)		5 years[3]
	Optanium Step-Dim Electronic (case temp 70°C or less)		5 years[3]
	PowrKut Low Frequency Electronic (case temp 90°C or less)		5 years[3]
	PowerSpec HDF Electronic Dimming (case temp 70°C or less)		5 years[3]
	ROVR Electronic Dimming (case temp 70°C or less)		5 years[3]
	SmartMate Compact Fluorescent (case temp 75°C or less)		5 years[3]
	Standard Electronic (case temp 70°C or less)		5 years[3]

Special Conditions for Linear Fluorescent Components

[1] Warranty Period based on 3hr/12hr start times on instant start ballasts, without use of sensors, and a maximum operation of 5110 hours per year

[2] Warranty Period based on 3hr/12hr start times on programmed start ballasts, without use of sensors, and a maximum operation of 5110 hours per year

[3] Warranty Period based on maximum operation of 5110 hours per year, when used on programmed start ballast with occupancy sensor (set to minimum on time of 15 minutes) or when used on instant start ballast with occupancy sensor (set to minimum on time of 30 minutes)

[4] Warranty Period commences on the date of manufacturing

Updated December 2014
North America Corporation
200 Franklin Square Drive, Somerset, NJ 08873.
Tel. 855-486-2216

Imported by:
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Tel. 800-668-9008

Limited Warranty: Components (Lamps, Drivers, Ballasts and Modules)

Schedule 1 (page 3 of 3)

Lamps	PL-L Energy Advantage		30 months[1]
	PL-L Standard Lamps		24 months[1]
	PL-C Energy Advantage 4-pin		18 months[1]
	PL-C Energy Advantage 2-pin, PL-S Standard Lamps, PL-Q Standard Lamps		12 months[1]
	PL-C Standard Lamps, PL-T Energy Advantage, PL-T Standard Lamps		18 months[1]
	PL-L Energy Advantage, PL-L Standard Lamps, PL-C Energy Advantage, PL-C Standard Lamps 4-pin, PL-T Energy Advantage, PL-T Standard Lamps		12 months[1,3]
	PL-L 40W/XEW/25W, PL-L 40W		12 months[1,2]

Special Conditions for Compact Fluorescent Non-Integrated Lamps

[1] Warranty Period based on a maximum operation of 4000 hours per year with 3 hour minimum daily on time. Limited warranty applies only to the extent installed lamps fail in excess of the following percentages: (i) 2% for PL-L and PL-T lamps, (ii) 3% for PL-C 4 pin lamps, (iii) 4% for PL-S lamps, and (iv) 5% for PL-C 2 pin and PL-Q lamps

[2] Warranty Period based on a maximum operation of 4000 hours per year with 3 hour minimum daily on time, when used on programmed start ballast with occupancy sensor (set to minimum on time of 15 minutes)

[3] Warranty Period based on a maximum operation of 4000 hours per year with 3 hour minimum daily on time, when used on instant start ballast with occupancy sensor (set to minimum on time of 30 minutes)

Lamps	Twisters		2 years
	Covered		1 year
	Reflectors		1 year
	Automatic		1 year

[illegible]

C.N. ROBINSON LIGHTING SUPPLY CO.

C.N. ROBINSON LTG. SUPPLY CO.

4318 WASHINGTON BLVD.
BALTIMORE, MD 21227
Phone: 410-242-4172 Fax: 410-644-8827

STATEMENT

Customer Copy

Date	01/25/09
Page	1

To:
2852

ANNE ARUNDEL CO SCHOOLS

9034 FT. SMALLWOOD ROAD
PASADENA, MD 21122

Date	Invoice	Due Date	Amount	Pymt Dte	Pymt Amount	Tp	Balance
11/07/08	212635	12/07/08	578.00				578.00
11/14/08	212966	12/14/08	1705.12				1705.12
11/19/08	213125	12/19/08	70.00				70.00
01/09/09	215004	02/08/09	2320.00				2320.00
01/12/09	215033	02/11/09	4422.00				4422.00
01/12/09	215065	02/11/09	981.25				981.25
01/21/09	215403	02/20/09	166.00				166.00

Current	1-30	31-60	61-90	Over 90	Total Due
7889.25	.00	2353.12	.00	.00	10242.37

DATE: 03/15/07
USER: PJG TOD

C.N. ROBINSON LTG. SUPPLY CO.
CUSTOMER/ITEM MULTIPD ANALYSIS

SAR230 PAGE: 1
TIME: 3:18 PM

CUSTOMER CLASS G3A TO G3A
ITEM 13016-1 TO 44278-0
PERIOD 10/06 NOV TO 12/06 JAN
BRANCH 01

ITEM	DESCRIPTION		NOV	DEC	JAN	TOTAL
Class G3A GOV.-LIBRARIES CITY						
Customer	1072 ENOCH PRATT FREE LIBRARY					
13850	75PAR/3FL 120V 12PK	SALES	0	0	11160	11160
		UNITS	0	0	720	720
13941-0	MRTN REF FL EL/A R40 20W/ALTO	SALES	329	0	0	329
		UNITS	45	0	0	45
14314-9	300 120-130V 24/CS	SALES	0	0	145	145
		UNITS	0	0	96	96
16808-8	BC60BA9C/3LL 6/2 120V	SALES	0	13	0	13
		UNITS	0	48	0	48
23651-3	90PAR38/HAL/FL28/LL 130V 12PK	SALES	0	0	922	922
		UNITS	0	0	360	360
24470-7	F34CW/RS/EW/ALTO 30/CS	SALES	0	698	0	698
		UNITS	0	900	0	900
25840-0	F96T12/CW/EW ALTO 15PK	SALES	0	754	0	754
		UNITS	0	450	0	450
17242-7	F30T12/CW/RS/ALTO 30PK	SALES	0	88	0	88
		UNITS	0	60	0	60
17248-4	F32T8/TL741/ALTO 25/CS	SALES	0	233	0	233
		UNITS	0	250	0	250
18733-4	MH175/U 12PK	SALES	0	347	0	347
		UNITS	0	36	0	36
15933-1	PL-L 24W/35 25/CS	SALES	0	0	310	310
		UNITS	0	0	100	100
17893-5	FB32T8/TL735/6/ALTO 20PK	SALES	0	0	1093	1093
		UNITS	0	0	400	400
18327-3	PL-C 13W/35/4P/ALTO 10PK	SALES	0	0	631	631
		UNITS	0	0	200	200
	CUSTOMER	SALES	329	2133	14261	16723
	CUSTOMER	UNITS	45	1744	1876	3665
	CLASS	SALES	329	2133	14261	16723
	CLASS	UNITS	45	1744	1876	3665
	REPORT	SALES	329	2133	14261	16723
	REPORT	UNITS	45	1744	1876	3665

DATE: 03/15/07 C.N. ROBINSON LTG. SUPPLY CO. SAR230 PAGE: 1
USER: PJG TOD CUSTOMER/ITEM MULTIPD ANALYSIS TIME: 3:23 PM

CUSTOMER CLASS G5A TO G5A
ITEM 13016-1 TO 44278-0
PERIOD 10/06 NOV TO 12/06 JAN
BRANCH 01

ITEM	DESCRIPTION		NOV	DEC	JAN	TOTAL
Class G5A GOV.- TRANSPORTATION CITY						
Customer	928 BALTIMORE CITY TRANSIT & TRAFF					
14685-2	PL-S 13W/841/2P/ALTO 10/CS	SALES	0	0	0	0
		UNITS	0	0	0	0
21056-7	K60A19/TS/EW 120-125V 120PK	SALES	1813	0	0	1813
		UNITS	1200	0	0	1200
24805-4	H39KC-175/DX 12PK	SALES	0	0	0	0
		UNITS	0	0	0	0
24814-6	H37KC-250/DX 12PK	SALES	0	0	0	0
		UNITS	0	0	0	0
24828-6	25R12/R14N SBP 120V 24PK	SALES	0	0	0	0
		UNITS	0	0	0	0
26877-1	90PAR38/HAL/FL28 6/1 120V	SALES	0	0	0	0
		UNITS	0	0	0	0
27248-4	F32T8/TL741/ALTO 25/CS	SALES	0	0	0	0
		UNITS	0	0	0	0
27249-2	F32T8/TL735/ALTO 25/CS	SALES	0	23	0	23
		UNITS	0	25	0	25
27332-6	F20T12/CW/ALTO 30PK	SALES	0	35	0	35
		UNITS	0	30	0	30
27484-5	MH250U 12PK	SALES	0	0	0	0
		UNITS	0	0	0	0
28733-4	MH175/U 12PK	SALES	0	0	0	0
		UNITS	0	0	0	0
29826-5	MH1000/U 6PK	SALES	0	0	0	0
		UNITS	0	0	0	0
33192-6	C70S62/M PH 12PK	SALES	0	0	0	0
		UNITS	0	0	0	0
36013-1	F32T8/TL741/PLUS/ALTO 25PK	SALES	0	0	0	0
		UNITS	0	0	0	0
36289-7	200A CDA 120V 60PK	SALES	0	0	0	0
		UNITS	0	0	0	0
36720-1	F15T8/CW/ALTO 24PK	SALES	0	0	0	0
		UNITS	0	0	0	0
36869-6	C70S62/ALTO 12PK	SALES	0	0	0	0
		UNITS	0	0	0	0
36874-6	C150S55/ALTO 12PK	SALES	0	0	0	0
		UNITS	0	0	0	0

36879-5	C250S50/ALTO 12PK	SALES	0	0	0	0
		UNITS	0	0	0	0
36881-1	C400S51/ALTO 12PK	SALES	0	0	0	0
		UNITS	0	0	0	0
37167-4	K60A19/TS/EW 130V 120PK	SALES	0	0	0	0
		UNITS	0	0	0	0
37168-2	K90A19/TS/EW 120-125V 120PK	SALES	0	0	0	0
		UNITS	0	0	0	0
37469-4	60A 120V 48PK	SALES	0	9	0	9
		UNITS	0	48	0	48
37616-0	K135A21/TS/EW 120-125V 120PK	SALES	0	0	0	0
		UNITS	0	0	0	0

ITEM	DESCRIPTION		NOV	DEC	JAN	TOTAL
Class G5A GOV.- TRANSPORTATION CITY						
Customer	928 BALTIMORE CITY TRANSIT & TRAFF					
7854-7	FB40/SPEC35/6/ALTO 12PK	SALES	0	0	0	0
		UNITS	0	0	0	0
7872-9	FB40/SPEC35/6/EW/ALTO 12PK	SALES	0	55	0	55
		UNITS	0	12	0	12
7894-3	FB32T8/TL741/6/ALTO 20PK	SALES	0	55	0	55
		UNITS	0	20	0	20
9116-9	FC8T9/UTILITY/22W 8" 12PK	SALES	0	0	0	0
		UNITS	0	0	0	0
	CUSTOMER	SALES	1813	177	0	1990
	CUSTOMER	UNITS	1200	135	0	1335
	CLASS	SALES	1813	177	0	1990
	CLASS	UNITS	1200	135	0	1335
	REPORT	SALES	1813	177	0	1990
	REPORT	UNITS	1200	135	0	1335

CUSTOMERS: 1

END OF REPORT

Mid-Atlantic Purchasing Team $$

Visit our Websites at: http://baltometro.org
http://www.mwcog.org

REQUEST FOR BID/PROPOSAL #: 15-021

FOR: LAMPS AND BALLASTS

Pre-Bid/Proposal Conference:

Wednesday, February 18, 2015 at 10 AM, 2660 Riva Rd 3rd floor Patuxent Room., Annapolis, Maryland 21401

SUBMIT TO: Anne Arundel County, Maryland Purchasing Bureau at _2660 Riva Rd 3rd floor, Annapolis, MD 21401

Pr

DATE AND TIME DUE: 1:30 P.M. on March 10, 2015

PLEASE NOTE:

Direct all questions to: Stephen Ports, CPPB, 410-222-7665 or phport15@aacounty.org

Email Address and Telephone #: _phport15@aacounty.org 410-222-7665_____

Mid-Atlantic Purchasing Team | Terms & Conditions

The Mid-Atlantic Purchasing Team (MAPT) uses a lead agency format for their solicitations that non-exclusively encompasses public and non-profit entities from the Maryland, Virginia and Washington DC regions. Neither MAPT nor the lead agency is compensated for their efforts other than the benefits of aggregation and economies of scale. Participating entities, through their participation agree to the resulting contract and all terms and conditions contained therein in so much as they can reasonably be applied to the participating jurisdiction. Further, successful bidder agrees to the following MAPT Terms & Conditions:

1. MAPT has no obligation (contractual, financial or otherwise) hereunder or for any participating jurisdiction's contract. The contractual obligation of each participating jurisdiction under its respective contract is contingent upon appropriation of funds by the governing body of the applicable jurisdiction from which payment shall be made.
2. Bids requiring payment within less than 30 days from the date of invoice will be rejected.
3. When practical, the successful bidder must package and ship all products in packaging and containers made of recycled, recyclable or biodegradable materials. Bidders are encouraged to eliminate packaging, or to use the minimum amount necessary for product protection, in order to minimize waste to the greatest extent practicable.
4. Unless otherwise provided herein, the jurisdiction's Purchasing Agent reserves the right to order goods or services from other sources without prejudice to the contract.
5. Each participating jurisdiction will determine the appropriate method to use this contract, such as a separate jurisdiction contract, bridge letter, purchase order or other form. In addition, they may have additional requirements that can be added to their cooperative document, including but not limited to:
   - 5.1 The successful bidder may be required to give security or bond for the performance of each participating jurisdiction's contract as determined by the Purchasing Agent.
   - 5.2 Unless otherwise provided herein, each participating jurisdiction reserves the right to increase or decrease the quantities to be purchased at the prices bid. The quantity intended to be purchased and the period and/ or percentage amount of any such reservation shall be stated in the solicitation and/or in any applicable participating jurisdiction's contract.
   - 5.3 The successful bidder may be required to add other specific terms and conditions that are pertinent to a specific jurisdiction, to which these matters are openly negotiable providing they do not alter the scope of work or original intent of the MAPT Contract.
6. The successful bidder shall indemnify, defend, and save harmless each of the participating jurisdictions and their respective employees, agents and officials against or from all costs, fees (including reasonable attorneys' fees), liabilities expenses, damages, injury, and loss including (but not limited to) attorney's fees, which may be incurred or made against any of the participating jurisdictions, their respective employees, agents or officials, and resulting from any act or omission committed in the performance of the duties and obligations of the successful bidder under this solicitation and/or each participating jurisdiction's resulting contract or anyone under contract with the successful bidder to perform duties or obligations thereunder. The successful bidder shall allow each participating jurisdiction to participate in the defense of the participating jurisdiction, its employees, agents and officials, to the extent and as may be required by the participating jurisdiction, and the successful bidder shall cooperate with the applicable participating jurisdiction in all aspects in connection therewith.
7. The successful bidder shall, at all times during the term of each participating jurisdiction's contract, maintain and keep in force such insurance as Workers' Compensation, Liability, and Property Damage as will protect the successful bidder from claims under Workers' Compensation Acts and also such insurance as will protect the successful bidder and the participating jurisdictions from any other claims for damages for personal injury, including death, as well as from claims for damages to any property of each participating jurisdiction or of the public, which may arise from operations under this solicitation and each participating jurisdictions' contract, whether such operations are by the successful bidder or any subcontractor or any agent directly or indirectly employed by any of them.
8. This solicitation shall be governed by and construed in accordance with the laws of the State in which the jurisdiction creates their official place of business without regard to any choice of law principles that would dictate the laws of any other jurisdiction. The exclusive venue for any and all actions related to this solicitation hereto shall be the appropriate Federal or State court located within the contracting jurisdiction's resident state.

9. This solicitation, bid response, and each subsequent participating jurisdiction's contract with the successful bidder contain the entire understanding between the successful bidder and each applicable participating jurisdiction. Each participating jurisdiction's contract shall only be amended if such amendment is in writing and executed by a legally authorized representative of the successful bidder and the applicable participating jurisdiction. Any contract amendment of one participating jurisdiction shall not impact or affect any other participating jurisdiction's contract or MAPT.
10. The successful bidder shall provide quarterly reporting to the lead agency and MAPT minimally showing the names of the participating entities under this contract and the value of their participation for that period and year to date. This information will be used to evaluate the effectiveness of the program, areas for growth, and if a variable discount structure is used, the correct pricing structure. Other reports that are reasonably available shall be provided as requested.
11. Bidders are encouraged to consider the broad access to MAPT contracts when considering their pricing strategy. In addition to bidding to the stated estimated volume identified in the lead agency's bid work sheet, bidders are encouraged to submit alternate MAPT bids that offer additional discounts from the stated bid work sheet if additional jurisdictions participate in any resulting contract. Alternate bids may include, but are not limited to, additional percentage discounts based upon certain increased volume levels. The alternate bid shall be submitted with the required bid to the lead agency, if not already requested in the bid work sheet.
12. Any waiver of any breach of covenants herein contained to be kept and performed by the successful bidder shall not be deemed or considered as a continuing waiver and shall not operate to bar or prevent any participating jurisdiction from declaring a breach or default for any succeeding breach either of the same condition of covenant or otherwise. No failure or delay by any participating jurisdiction to insist upon the strict performance of any term, condition or covenant of its contract agreement, or to exercise any right, power, or remedy consequent upon a breach thereof, shall constitute a waiver of any such term, condition, or covenant or of any such breach, or preclude the participating jurisdiction from exercising any such right, power, or remedy at any later time or times.
13. Prior to award, in case of disputes, the decision of the lead agency's Purchasing Agent shall be final and binding. The Purchasing Agent may request, in writing, the recommendation of participating jurisdictions or other objective source. Subsequent to award of the solicitation, in case of disputes as to whether an item or service quoted or delivered meets specifications, the decision of the applicable participating jurisdiction shall be final and binding with respect to the participating jurisdiction's contract.

Anne Arundel County, Maryland
INVITATION FOR BID
IFB NO. 15-021
LAMPS AND BALLASTS

GENERAL INFORMATION

Specifications and Bid Responses for providing the subject items/services are available at the Anne Arundel County Purchasing Division, The Heritage Office Complex, 2660 Riva Road, Third Floor, Annapolis, Maryland, 21401, and will be received until **1:30 pm**, local time, **TUESDAY, MARCH 10, 2015**, at the same location after which they will be publicly opened and read in the Patuxent Room on the same floor. **Bids received after the above-referenced time set for opening will be rejected and returned unopened. No recording of any kind by the public will be allowed at any pre-bid conference or bid opening.**

To all Bidders: Anne Arundel County Purchasing Division will no longer automatically mail complete bid packages. Instead, we encourage anyone receiving this Notice to review and download a bid package from either the County website at www.aacounty.org. or www.ebidmarketplace.com. A copy of the bid package may also be picked up at the above address during normal business hours.

****IMPORTANT NOTICE: Addenda to solicitations often occur, sometimes within as little as 48 hours, prior to bid opening. It is the potential Bidder's responsibility to frequently visit the Purchasing Division's website** http://www.aacounty.org/CentServ/Purchasing/index.cfm **to obtain Addenda once they have received a copy or downloaded a solicitation. No other notification will occur. In order to receive any addenda issued less than 48 hours prior to bid opening, all Bidders shall register for this Invitation for Bid with the County Purchasing Division by calling 410-222-7620. A Bid may be rejected if any addendum is not signed and submitted with the Bid****

A Pre-Bid Conference has been scheduled for, **Wednesday, February 18, 2015 at 10:00 a.m.,** local time, at Anne Arundel County Purchasing Division, 2660 Riva Road, 3rd Floor, Annapolis, Maryland, 21401. All Bidders are strongly encouraged to attend. This IFB will be discussed, and Bidders questions will be answered. Bidders should register for the Pre-Bid Conference at least 48 hours in advance of the meeting date and time by contacting the Buyer listed below. If no Bidders register, the meeting may be canceled without further notice to the Bidders.

Note: Questions concerning this Specification and Bid Response shall be directed to Stephen Ports, CPPB, Buyer, phone (410) 222-7665 or phport15@aacounty.org.

William Schull, C.P.M., CPPB
Purchasing Agent
February 4, 2015

Anne Arundel County, Maryland
INVITATION FOR BID
IFB NO. 15-021
LAMPS AND BALLASTS

Solicitation Check List

THIS CHECKLIST IS PROVIDED FOR YOUR CONVENIENCE

_____ Bid Response shall be delivered to the County Purchasing Division no later than the date and time shown in the Solicitation. Did you visit our website at (http://www.aacounty.org/CentServ/Purchasing/index.cfm) for any addenda?

_____ Did an authorized company representative (reference Section 1.25) sign the Bid Response Form?

_____ Did an authorized company representative sign and notarize the Affidavit form?

_____ Did you include the required signature authority documents, if required?

_____ Did you include a signed copy of the completed Vendor Information Form?

_____ If you are an entity (limited liability partnerships, corporations, limited partnerships, limited liability companies, limited liability limited partnerships, business trusts, real estate investment trust and trade name filings), is the legal name of your company listed with the State of Maryland Department of Assessments and Taxation and in good standing? You may check by going to http://sdatcert3.resiusa.org/UCC-Charter/CharterSearch_f.aspx

_____ If this Solicitation requires a Bid deposit, did you include one?

_____ Did you provide one original and one copy of your response?

_____ Is the outside of the submittal envelope marked with the Bid Number, the title, the due date, your company name, and your company address?

_____ Did you check the County's web site for any Addenda and include a signed copy of each with your Bid Response?

MANDATORY REQUIREMENTS

The following item(s) are **MANDATORY** and shall be submitted with Bid Response in order to be considered for an award. If the following item(s) is required by this Solicitation and is not submitted with the Bid Response, the Bid Response shall be considered null and void, and therefore, will be rejected.

(A) County's Bid Response Form
(B) Other: Attachment A

Anne Arundel County, Maryland
INVITATION FOR BID
IFB NO. 15-021
LAMPS AND BALLASTS

Sealed bids or proposals addressed to the County Purchasing Agent will be received in the Office of the Purchasing Agent, Anne Arundel County, Maryland, until 1:30 p.m., local time, March 10, 2015, and will be publicly opened at 1:30 p.m., local time, on that date.

BID SPECIFICATIONS

SECTION ONE – GENERAL INSTRUCTIONS

1.1 INSTRUCTIONS – **Instructions, forms, and specifications may be obtained in person from the Anne Arundel County Office of the Purchasing Agent, The Heritage Office Complex, 2660 Riva Road, Third Floor, Annapolis, Maryland, 21401, or may be downloaded from the County's website at www.accounty.org.**

1.1.1 All Bids shall be submitted in duplicate on and in accordance with forms for this purpose, which are available at the Office of the Purchasing Agent.

1.1.2 All Bids are to be submitted in a sealed envelope.

1.1.3 Each Bid shall be accompanied by a notarized affidavit (non-collusion oath/anti-bribery) executed by the Bidder or, if the Bidder is a business entity, by a duly authorized representative of the business entity. The form for this oath is provided in this IFB and can also be obtained by the Office of the Purchasing Agent.

1.1.4 Additional information or clarification of any of the instructions or information contained herein may be obtained from the Office of the Purchasing Agent. The deadline for submitting a written request for clarification of requirements is February 24, 2015, at 3:00 p.m., local time. The County Purchasing Agent will respond by notifying all Bidders by written addendum.

1.1.5 Any Bidder finding any discrepancy in or omission from the Specifications resulting in doubt as to their meaning, or feeling that the Specifications are discriminatory, shall notify the County Purchasing Agent in writing no later than February 24, 2015, at 3:00 p.m., local time. These exceptions in no way obligate the County to change its Specifications. The County Purchasing Agent will respond by notifying all Bidders by written addendum of any interpretations made of the Specifications.

1.1.6 The County shall assume no responsibility for oral communications. All official correspondence in regard to the Specifications shall be directed to and shall be issued by the County Purchasing Agent in writing.

1.1.7 To better ensure fair competition and to permit a determination of the lowest Bidder, Bid Responses may be rejected if they show any omission, irregularity, alteration of form, addition, condition, unresponsiveness, or unbalance.

1.1.8 Specifications provided are based on County needs and uses, estimated costs of operation and maintenance, and other significant or limiting factors to meet County requirements and consistent with County policies. Minimum and maximum specifications, where included, are not established arbitrarily to limit competition or to exclude competitive Bidders.

1.1.9 In the case of discrepancy between the unit price or rate and the extension of that unit price or rate, the unit price or rate shall govern.

1.2 TAXES: RESPONSIBILITY FOR PAYMENT, EXEMPTIONS, FORMS TO BE FILED, ETC.

1.2.1 The Successful Bidder is responsible for paying and, by submitting a Bid, agrees to pay all retail sales, income, real estate, sales and use, transportation, special, and any other taxes applicable to and assessable against any goods, processes, and operations incident to or related to this Invitation for Bid. The Successful Bidder is responsible for ascertaining applicable taxes and making all necessary arrangements to pay same.

1.2.2 All prices quoted shall be exclusive of any State, Federal, or other applicable taxes, including Federal Excise Tax on trucks or any other goods or accessories.

1.3 RESERVATIONS

1.3.1 The Purchasing Agent may reject all Bids and cancel the IFB, may reject parts of all Bids, or may reject all Bids for any one or more Goods or Services if, in the Purchasing Agent's judgment, it is in the County's best interest and the public interest will be served thereby. A written record explaining the reasons for such rejection shall be maintained with the records related to the Procurement.

1.3.2 The County Purchasing Agent reserves the right to waive formalities or technicalities in Bids as the interest of the County may require.

1.3.3 The quantities appearing in this IFB are approximate only and are prepared for the canvassing of bids. Payment to the Successful Bidder will be made only for the actual quantities of goods or services provided in accordance with the resulting Contract, and it is understood that the scheduled quantities of goods or services to be furnished may be increased, decreased, or omitted without invalidating the Bid.

1.3.4 The County Purchasing Agent reserves the right to award contracts or place orders on a lump sum or individual item basis, or in such combination as shall, in his or her judgment, be in the best interest of the County.

1.3.5 The County Purchasing Agent may waive minor differences in Specifications provided these differences neither violate the Specification intent nor materially affect the operation for which goods or services are being purchased and do not increase estimated maintenance and repair costs to the County.

1.4 SUBSTITUTES

1.4.1 When an item is designated as "no substitutes", only that brand/manufacturer and stock number shall be accepted, except goods manufactured by the same manufacturer and sold under a competitive brand name.

1.4.2 For all items not designated "no substitutes", the County will consider a "County-approved equivalent." Equivalent items will be considered provided descriptive literature and specifications accompany the Bid. Each Bidder shall indicate on the Bid Response Form "As Specified", or the equivalent manufacturer and model number. The County, in its sole discretion, will evaluate and award each item. The Bidder shall indicate clearly the goods on which it is bidding, and shall supply a sample or sufficient data enabling a meaningful comparison to be made with the particular brand or manufacturer specified. Catalog cuts and descriptive data shall be attached to the original copy of the Bid where applicable. Failure to submit the above information may be sufficient grounds for rejection of the Bid.

1.4.3 No Bidder shall be allowed to offer more than one price on each item even though the Bidder may believe that two or more types or styles will meet specifications. Bidders shall determine for themselves which to offer. If a Bidder submits more than one price on any item, all prices for that item may be rejected at the discretion of the Purchasing Agent.

1.5 MATERIAL SAFETY DATA SHEETS

If goods provided to the County contain any ingredients that could be hazardous or injurious to a person's health, a Material Safety Data Sheet ("MSDS") shall be provided to the Purchasing Agent by the Successful Bidder. This requirement also applies to any goods used by the Successful Bidder when providing a service to the County.

1.6 INSPECTION

All goods delivered to and services performed for the County shall be subject to final inspection by the County and tests by the testing facilities of the County and other independent testing laboratories as may be designated by the Purchasing Agent. If the result of tests indicates that any part of the goods or services are deficient in any respect, the Purchasing Agent, in his or her absolute discretion, may reject all or any part of the goods or services provided to the County. Variances in goods and services may be waived upon approval by the Purchasing Agent, in his or her absolute discretion.

1.7 DISPUTES

In cases of disputes as to whether the goods or services quoted or delivered meet Specifications, the decision of the County Purchasing Agent shall be final and binding on both parties. The County Purchasing Agent may request the recommendation in writing of the head of the County Agency using the goods or service, the Standards and Specifications Committee, or other sources.

1.8 LAW AND REGULATIONS

The Successful Bidder shall comply with all applicable Federal, State, and local laws and ordinances. The Successful Bidder shall protect and indemnify Anne Arundel County, Maryland, and its agents or employees against any claim or liability arising from or based on the violation of any laws, ordinances, or regulations by the Successful Bidder and by any subcontractors, agents, or employees.

1.9 EQUAL OPPORTUNITY

1.9.1 It is the policy of Anne Arundel County, Maryland, to ensure Equal Employment Opportunity for all persons, and to ensure that Minority and Women-Owned Business Enterprises have the maximum opportunity to participate in the performance of all County contracts for supplies and services.

1.9.2 Every Contractor doing business with the County shall agree not to discriminate in any manner against any employee or applicant for employment because of race, age, creed, color, national origin, or gender, and shall be obligated to include a similar requirement in any and all subcontracts. The Successful Bidder shall also agree to comply with all Federal, State, and local laws and Executive Orders and Regulations relating to Equal Employment Opportunity and Minority Business Enterprises.

1.10 INDEMNIFICATION

If a Contract is awarded, the Successful Bidder shall be required to indemnify, defend, and hold the County, its employees, and agents harmless from and against any and all claims, loss, liability, cost, and expenses, including attorney fees, howsoever arising or incurred, alleging personal injury, bodily injury, including death, or property damage arising out of or attributable to the Successful Bidder's performance of the Contract awarded.

1.11 TERMINATION PROCESS

1.11.1 Termination for Convenience:

Notwithstanding anything contained herein, the County may terminate this Agreement anytime, in whole or in part, without showing cause by providing thirty (30) days written notice to the Successful Bidder. The County shall pay all reasonable costs incurred by the Successful Bidder up to the date of termination. The Successful Bidder shall not be reimbursed for any anticipatory profits, which have not been earned to the date of termination.

1.11.2 The Successful Bidder shall be provided 30 days' notice of any termination not for cause and shall only perform such work during the 30-day notice period that is authorized in writing by the County's Purchasing Agent.

1.11.3 This Agreement may be terminated by the County upon at least seven (7) days' notice to the Successful Bidder in the event that: (1) the Work is permanently abandoned by the County; (2) continued Work is deemed by the County, in its sole discretion, not to be in the best interests of the County; or (3) monies are no longer available or are not appropriated to fund the Work being performed or to be performed under this Agreement.

1.11.4 Termination for Cause:

Notwithstanding anything contained herein, if the Successful Bidder fails to fulfill its obligation under this Agreement properly and on time or otherwise violates any provision of this Agreement, the County may terminate this Agreement by written notice to the Successful Bidder. The notice shall specify the acts or omissions relied upon as cause for termination. All finished or unfinished goods or services provided by the Successful Bidder shall, at the County's option, become the County's property. The County shall pay the Successful Bidder fair and equitable compensation for satisfactory performance prior to receipt of notice of termination less the amount of damages caused by the Successful Bidder's breach. If the damages are more than the compensation payable to the Successful Bidder, the Successful Bidder shall remain liable after termination, and the County may take all steps necessary to collect damages.

1.12 OPTIONAL USE OF CONTRACT

1.12.1 The Successful Bidder reserves the right to extend all of the terms, conditions, specifications, and unit or other prices of any contract resulting from this Bid to any and all public bodies, subdivisions, school districts, community colleges, colleges, and universities, including non-public schools. This is conditioned upon mutual agreement of all parties pursuant to special requirements, which may be appended thereto. The Successful Bidder agrees to notify the issuing body of those entities that wish to use any contract resulting from this IFB and shall also provide usage information, which may be requested.

1.12.2 The County assumes no authority, liability, or obligation on behalf of any other public or non-public entity that may use any contract resulting from this IFB. All purchases and

payment transactions shall be made directly between the Successful Bidder and the requesting entity. Any exceptions to this requirement shall be specifically noted in the Bid Response.

1.13 CORPORATION REGISTRATION

1.13.1 Whenever required by law, business entities not organized under the laws of the State of Maryland shall be registered with the State Department of Assessments and Taxation, 301 W. Preston Street, Baltimore, Maryland, 21201 ("SDAT") before doing any business in this State.

1.13.2 All Bidders that are business entities shall be and present evidence that they are in good standing with SDAT.

1.14 REFERENCES TO ALTERNATE TERMS

Any reference which may appear on any price list or literature to any terms and conditions, such as F.O.B. Shipping Point or Prices Subject to Change shall not be part of any Contract with a Successful Bidder and shall be disregarded by the County.

1.15 PAYMENT TERMS

Invoice(s) shall contain the following information: Purchase Order Number, Item Number, description of goods or services, quantities, unit prices, and extended totals. Payment terms, unless otherwise noted, shall be net thirty (30) days. The County is not subject to retail sales, income, real estate, sales, use, transportation, or special taxes. The final payment shall be based upon acceptance of goods or services from the Successful Bidder and a final invoice submitted by the Successful Bidder and approved by the County. To receive payment for services rendered, the Successful Bidder shall submit an invoice to:

Anne Arundel County, Maryland
Office of Finance
P. O. Box 2700
Annapolis, MD 21404

1.16 ASSIGNMENT

The Contract resulting from this IFB and the compensation, which may become due thereunder are not assignable except with prior written approval of the County.

1.17 AVAILABILITY OF FUNDS

The obligations of the County under any Contract awarded pursuant to this IFB are subject to the availability of funds appropriated by the County Council of Anne Arundel County, Maryland, and to receipt and availability of appropriated funds.

1.18 INTERPRETATION

The Contract resulting from this Solicitation shall be construed under the laws of the State of Maryland.

1.19 INTEGRATION

The IFB, the Successful Bidder's Bid, and the County's Purchase Order contain the entire understanding between the parties, and any additions or modifications hereto may only be made in writing executed by both parties hereon.

1.20 FAIR LABOR STANDARDS

The Successful Bidder shall comply with all applicable provisions of the Federal Labor Standard Act (FLSA) and shall indemnify, defend, and hold harmless the County, its officers, employees, and agents from any and all liability, including but not limited to, wages, overtime pay, liquidated damages, penalties, court costs, and attorney's fees arising under any wage and hours law, including but not limited to, FLSA for work performed by the Successful Bidder's employees for which the County may be found jointly or solely liable.

1.21 CHANGES

1.21.1 The County reserves the right to add items to this Contract at the County's sole discretion if the items meet the following criteria:

1.21.1.1 The items added are, in the County's sole opinion, within the general scope of work established for this Contract and/or are ancillary to the successful completion of Work under the resulting Contract.

1.21.1.2 The price for each item as offered by the Successful Bidder is, in the County's sole opinion, fair and reasonable and consistent with the pricing for the balance of the resulting Contract.

1.21.1.3 The items added are relatively insignificant to the overall value and services under the agreement.

1.22 MOST FAVORED PUBLIC ENTITY

The Successful Bidder agrees that the prices charged the County under this Contract do not exceed existing selling prices to its other customers for the same or substantially similar items or services for comparable quantities under similar terms and conditions.

1.23 DAMAGE TO COUNTY FACILITIES, BUILDINGS, OR GROUNDS

The Successful Bidder shall repair, or cause to be repaired, at its own cost any and all damage to County facilities, buildings, grounds, equipment, vehicles, or property caused by the Successful Bidder or employees, subcontractors, or agents of the Successful Bidder. Such repairs shall be made immediately after awareness of damage, or notice by County, but in no event more than thirty (30) days after the occurrence.

1.24 CONDITIONS FOR PURCHASING ELSEWHERE

1.24.1 Time is of the essence. Should the Successful Bidder fail to perform as specified, in accordance with the terms and conditions specified herein, the Purchasing Agent shall then have the right to procure goods and services in the open market or by contract, in which event the additional costs of such goods or services above the Contract price shall be charged against the Successful Bidder, and may be deducted from any funds payable or which may become payable to the Successful Bidder.

1.24.2 The Purchasing Agent may reject, at his or her sole discretion, any goods or services ordered from the Successful Bidder if they are delivered or performed subsequent to the placement of orders elsewhere.

1.25 SIGNATURES REQUIRED FOR LEGAL ENTITIES (FOR CONTRACTS EXCEEDING

$150,000)

The chart below indicates which persons are authorized by law to sign documents. If documents submitted in response to this Solicitation are signed by other persons, then the Interested Party shall provide documents establishing that the persons have the legal authority to sign on behalf of and bind the Interested Party.

TYPE OF LEGAL ENTITY:

Company/Corporation or Professional Service Corporation *("Inc.," Co.," Corp.," "Ltd.," "P.C.,""Chartered,""Chtd.," "Professional Association," "P.A.")*	NO PROOF NEEDED IF SIGNED BY: President or Vice President	IF SIGNED BY SOMEONE ELSE, ENTITY SHALL PROVIDE: By-Laws, Articles of Incorporation, or a Corporate Resolution
Partnerships	NO PROOF NEEDED IF SIGNED BY: Partner	IF SIGNED BY SOMEONE ELSE, ENTITY SHALL PROVIDE: Statement of Partnership Authority
Limited Partnerships *("L.P.")*	NO PROOF NEEDED IF SIGNED BY: General Partner	IF SIGNED BY SOMEONE ELSE, ENTITY SHALL PROVIDE: Certificate of Limited Partnership
Limited Liability Company / Corporation *("LLC" or "LC")*	NO PROOF NEEDED IF SIGNED BY: President or Vice President	IF SIGNED BY SOMEONE ELSE, ENTITY SHALL PROVIDE: Operating Agreement or Articles of Organization of the LLC
Religious Corporations and Churches	PROOF ALWAYS NEEDED	ENTITY SHALL PROVIDE: By-Laws, Articles of Incorporation, or Corporate Resolution
Limited Liability Partnerships and Limited Liability Limited Partnerships *("L.L.P." or "LLLP")*	PROOF ALWAYS NEEDED	ENTITY SHALL PROVIDE: Certificate of Limited Liability Partnership and Partnership Agreement or Statement of Partnership Authority

Note: this chart does not cover unincorporated associations.

1.26 CHANGES/ERASURES TO BID RESPONSE

To be considered, all erasures, interpolations and other changes in the Bid Response shall be signed or initialed by the Bidder.

1.27 BIDDER'S UNDERSTANDING OF THE SCOPE OF IFB AND DUE DILIGENCE

By submitting a Bid in response to this IFB, the Bidder represents that it has read and understands this IFB, including any Addenda, and has familiarized itself with Federal, State, and local laws, ordinances, rules, and regulations that may affect the cost or performance under this IFB or any resulting Contract. The failure or omission of any Bidder to receive or examine any form, instrument, addenda, or other document or to acquaint itself with conditions existing at any site shall in no way relieve that Bidder from any obligations with respect to its Bid Response or to any resulting Contract.

1.28 BID RESPONSE MODIFICATIONS OR WITHDRAWAL

1.28.1 A Bid Response may be modified or withdrawn by the Bidder anytime before the time and date set for the receipt of Bid Responses upon notice to the Purchasing Division in writing.

1.28.2 Modified and withdrawn Bids, clearly marked and dated, may be resubmitted to the Purchasing Division up to the time and date set for the receipt of Bid Responses.

1.28.3 No Bid Response may be unilaterally modified or withdrawn after the time set for the receipt of Bid Response and for ninety (90) calendar days thereafter.

1.29 ADDENDA TO IFB - CHANGE IN ISSUING ADDENDA

****IMPORTANT NOTICE**: The Purchasing Division no longer provides written notification of addenda to solicitations. The Purchasing Agent will notify Bidders of any changes, additions, or deletions to the Specifications by addenda posted on the Anne Arundel County, Maryland, Purchasing Division's website. As of July 1, 2008, it is the potential Bidder's responsibility to frequently visit the Purchasing Division's website at http://www.aacounty.org/CentServ/Purchasing/index.cfm to obtain Addenda once they have received a copy or downloaded a copy of a solicitation. No other notification will occur. In order to receive any addenda issued less than 48 hours prior to bid opening, all Bidders shall register for this IFB with the County Purchasing Division by calling 410-222-7620. A Bid may be rejected if any addendum is not signed and submitted with the Bid.****

1.30 CONTENT

The contents of the Bid Response of the Successful Bidder may become contractual obligations. Failure of the Successful Bidder to accept these obligations in a Contract may result in cancellation of the award, and the Successful Bidder may not be eligible for future solicitations.

1.31 CONFLICT OF INTEREST

1.31.1 By submission of a Bid Response, Bidder agrees that it has no direct or indirect interest that would conflict in any manner or degree with performance by this IFB or any resulting contract of its services. The Bidder shall further covenant that, in the performance of any contract, the Bidder shall not employ any person or entity having any such known conflict.

1.31.2 Failure of the Bidder to provide any information requested in the IFB may result in disqualification of the Bid Response.

1.32 HEADINGS

The words and phrases used in the heading of various sections and parts of this IFB are for convenience only and shall not affect the interpretation of any of the terms, conditions and requirements contained anywhere in the IFB.

1.33 IFB TEXT EMPHASIS

Throughout this IFB, there may be occasional use of underlining, bolding, outsized characters or other methods of text emphasis. No remarkable difference in emphasis or relative importance of text content is intended by the use of any one method in place of another.

1.34 PARENT COMPANY

If a Bidder is owned or controlled by a parent company, the name, main office address, and tax identification number of the parent company shall be provided in the Bid Response.

1.35 ASSIGNMENT AND DELEGATION

Except for assignment of antitrust claim, a party to any Contract resulting from this IFB may neither assign nor delegate any portion of the Contract without the prior written consent of the other party.

1.36 ACCEPTANCE OF TERMS AND CONDITIONS

By submitting a Bid Response to this IFB, the Successful Bidder accepts the terms and conditions set forth herein.

1.37 EXECUTIVE ORDER #24

Pursuant to Executive Order 24, Bidders are required to comply with all applicable laws and regulations relating to the employment of aliens. If a Bidder fails to comply with applicable laws and regulations relating to employment of aliens, such failure shall constitute a material breach of the Bidder's contractual relationship with the County and shall be grounds for termination of the contractual relationship. By submitting a Response to this IFB, the Bidder certifies that it is aware of its obligations under Executive Order 24 and that it complies with all applicable laws and regulations relating to the employment of aliens.

1.38 CONFIDENTIAL AND PROPRIETARY INFORMATION

1.38.1 All information contained in the Bid is subject to production under the Maryland Public Information Act. Each Bidder shall be responsible for identifying all information in its Bid that it considers confidential and proprietary and not subject to release to the general public for any reason by including with its Bid a separate list entitled "Confidential and Proprietary Information". The list shall identify all such information and shall include the location of such information in the Bid, including page numbers, as well as an explanation as to why each piece of information is considered to be confidential and proprietary. All information not included on the list, even if marked as confidential or "proprietary, shall be considered public information and is subject to release on request under the Maryland Public Information Act.

1.38.2 Reasons given for considering information within a Bid Response confidential or proprietary shall be legally justifiable, which is within the sole discretion of the County. Indicating that a Bid Response in its entirety is confidential and proprietary is not legally justifiable, is not acceptable, and may be grounds for the County rejecting the Bid

Response on the grounds that the Bid Response is not responsive.

1.38.3 Limitations to Liability: Anne Arundel County assumes no responsibility and no liability for costs incurred by Successful Bidder in responding to the IFB, including requests for additional information. The County assumes no responsibility and shall not be liable in any way for the release to the public of information that is contained in the Bid Response.

1.38.4 Contractor agrees to promptly provide any non-confidential information or materials required by the County to respond to such requests, to the extent required by law.

1.39 INDEPENDENT CONTRACTOR

In the performance of this Agreement, the Contractor, including its employees, agents, and subcontractors, shall act solely as an independent contractor, and nothing contained in or implied by this Agreement shall be construed at any time to create any other relationship between the County and the Contractor, including employer and employee, partnership, principal and agent, or joint venturer.

SECTION TWO – GENERAL SPECIFICATIONS

2.1 SCOPE

2.1.1 These Specifications are intended to cover the furnishing and inside delivery of lamps and ballasts for all participating jurisdictions, as listed in Section Three and in the attached Bid Response Form.

2.1.2 All goods delivered shall be the manufacturer's current models, completely serviced by the Successful Bidder, and shall be delivered ready in all aspects to be placed in normal operating service.

2.2 PRE-BID CONFERENCE

2.2.1 A Pre-Bid Conference has been scheduled for **Wednesday, February 18, 2015, at 10:00 a. m.,** local time, in the Patuxent Room, 2660 Riva Rd., 3rd floor, Annapolis, Maryland 21401, to answer questions about this IFB and the products or services to be provided hereunder. While attendance is not mandatory, all Bidders are strongly encouraged to attend. While every effort will be made to answer any questions concerning this IFB raised by potential Bidders at the Pre-Bid Conference, such answers shall be considered unofficial until affirmed in writing by the Purchasing Agent in the form of an addendum.

2.2.2 Bidders are strongly encouraged to bring any issues regarding this IFB or the equipment/ services to be provided to the Pre-Bid Conference or to the attention of the County Buyer prior to the deadline as detailed in clauses 1.1.4 and 1.1.5 above.

2.2.3 Any modifications, additions, or deletions to the Specifications that result from this meeting shall be in the form of an addendum to be posted on the County's website.

2.2.4 Bidders should register for the Pre-Bid (Site Visit) Meeting at least 48-hours in advance of the meeting date and time by contacting the Buyer, Stephen Ports, CPPB at 410-222-7665 or phport15@aacounty.org. If no Bidders register, the meeting may be canceled without further notice to the Bidders.

2.2.5 No recording of any kind by the public will be allowed at any pre-bid conference or bid opening.

2.3 BLANKET ORDER RELEASE

2.3.1 The agreement set forth is essentially a price agreement and the execution of the agreement or the receipt of a Purchase Order does not authorize the Successful Bidder to deliver or release any material to any department in the County. Authorization for materials to be delivered shall be by Blanket Order Release issued by the Purchasing Agent.

2.3.2 Non-Exclusivity: Nothing herein is intended nor shall be construed as creating any exclusive arrangement with Contractor. This Contract shall not restrict the County from acquiring similar, equal, or like goods and/or services from other entities or sources.

2.4 TERM OF BLANKET ORDER CONTRACT

This Contract shall be in effect for one (1) year beginning May 1, 2015. This Contract may be renewed up to an additional four (4) one-year periods with the same terms and conditions at the **sole** discretion of Anne Arundel County, Maryland. After the initial term, any one-year renewals will be subject to the availability and appropriation of County funds.

2.5 WARRANTY AND SERVICE

The Successful Bidder warrants any goods furnished shall be of the highest quality, shall comply with Specifications, and shall be free from all defects in workmanship and materials for at least one (1) year. Any defective goods shall be immediately replaced free of cost to the County.

2.6 DELIVERY/INSTALLATION OF GOODS

2.6.1 Successful Bidder shall guarantee delivery of goods to the Anne Arundel County, Maryland and all participating jurisdictions between the hours of 8:30 a.m. and 3:00 p.m., local time, Monday through Friday, excluding County holidays.

2.6.2 Successful Bidder shall state the number of calendar days required to deliver each item to the County following notification of an award.

2.6.3 Successful Bidder shall provide a delivery ticket for each item delivered, marked clearly with the purchase order number issued by the County for the goods purchased and, if applicable, the name, model, and serial number.

2.6.4 All items shall be delivered F.O.B. destination and delivery costs and charges shall be included in the Bid Response. Unit prices quoted shall include delivery, all charges prepaid, and shall be exclusive of all taxes. No transportation, shipping, or handling charges shall be added to the invoice.

2.6.5 The County Purchasing Agent reserves the right to charge the Successful Bidder fifty dollars ($50.00) per working day for each day the goods or services are not delivered in accordance with the delivery schedule. The per-diem charge may be invoked at the discretion of the County Purchasing Agent, shall be considered liquidated damages, and shall be deducted from the Bid Deposit or final payment, or charged back to the Successful Bidder.

2.7 TRADE-INS

This clause is deleted from this IFB.

2.8 PROCUREMENT CARD

2.8.1 The County retains the option to use the County procurement card for the purchase of supplies or services listed in the Contract in lieu of issuing a purchase order. No procurement card transaction shall take place without the authorization of the cardholder and shall not exceed the limit placed on the cardholder's procurement card. The Successful Bidder may receive orders by phone, facsimile, or other forms of notification from authorized County employees. The Successful Bidder may process a payment in the credit card network ONLY upon shipment of supplies or performance of the services ordered by the County agency. For partial shipments or performance, the Successful Bidder may process a payment only for the amount shipped or completed and NOT for the entire amount ordered by the County agency. Upon shipment or completion of the remaining order, the Successful Bidder may process a payment request to the credit card network for the remainder of the order. The Successful Bidder may not charge the County for any fees related to the use of a procurement card.

2.8.2 For all transactions, the Successful Bidder shall have a valid W-9 form on file with the Anne Arundel County, Maryland, Office of Finance.

2.9 REGULAR DEALER

Quotes shall be considered only from Bidders that qualify as a "regular dealer." A "regular dealer" means a person or entity that owns, operates, or maintains a store, warehouse, or other establishment in which the goods required for the performance of the contract are bought, kept in stock, and regularly sold to the public in the usual course of business. To be a regular dealer, the Bidder shall engage in, as its principal business and in its own name, the purchase and sale of the goods that are the subject of this IFB.

2.10 BID DEPOSIT

This clause is deleted from this IFB.

2.11 AWARD OF CONTRACT

2.11.1 The County Purchasing Agent shall award all Contracts to the lowest responsible, responsive Bidder, as determined by the County Purchasing Agent, not earlier than seven (7) days after the public opening of bids. The decision of the Purchasing Agent is final.

2.11.2 Any other considerations for the award shall be stated in the Specifications and Bid Response.

2.11.3 Anne Arundel County, Maryland, reserves the right to accept or reject any bid and to procure no or any quantity of goods or services that are the subject of this IFB, as deemed in its best interest of the County by the Purchasing Agent. After all other proper evaluation, an award shall be made on an individual item basis, or may be awarded on an aggregate item basis if an additional discount is offered for an aggregate award to the lowest responsive, responsible Bidder meeting or exceeding the requirements of this IFB.

2.12 LITERATURE AND SAMPLES

2.12.1 If requested, the Bidder shall provide three (3) copies of complete, current, and up-to-date manufacturer-published descriptive literature and specifications for the proposed goods within five (5) days of the request, giving full details as to type of goods to be furnished under a Contract.

2.12.2 Samples, when requested by the County, shall be delivered to the Purchasing Division, Heritage Office Complex, 2660 Riva Road, 3rd Floor, Annapolis, Maryland, 21401, within five (5) days of the request, unless otherwise specified. All packages shall be marked "SAMPLES FOR BID NO. 15-021". Each sample shall bear the name of Bidder and item number, and shall be carefully tagged or marked in a clear and conspicuous manner. Failure of the Bidder to deliver required samples or to clearly identify samples may be considered sufficient reason for rejection of the Bid. All deliveries under a resulting Contract shall conform in all respects with samples as submitted and accepted as a basis for the award.

2.12.3 The Purchasing Agent reserves the right to retain or destroy samples and will be free from any redress or claim on the part of a Bidder if any samples are lost or destroyed. Upon notification by the Purchasing Agent that a sample is available for return, it shall be removed by the Bidder within thirty (30) days, or the Purchasing Agent may dispose of it at the Purchasing Agent's discretion.

2.13 INSURANCE REQUIREMENTS

2.13.1 This clause is deleted from this IFB.

2.13.2 **Not providing insurance certificates does not relieve the Successful Bidder of any of the responsibilities or obligations assumed by the Successful Bidder in any resulting Contract or for which the Successful Bidder may be liable by law or otherwise.**

2.14 RETURN GOODS POLICY

2.14.1 The County shall apply the following policy to returned goods throughout the term of the Contract. By its signature on the Bid, the Bidder acknowledges it has read, understood, and agreed with the following policy.

2.14.2 Returns generated by the Successful Bidder's error, over shipment, defective merchandise, unacceptable substitution, or otherwise through no fault of the County shall be returned to the Successful Bidder with no restocking charge to the County. At the option of the County, replacement merchandise shall be shipped within fourteen (14) days of notification. The Successful Bidder shall bear all freight and delivery charges.

2.14.3 Returns of catalog stock merchandise generated by ordering error, over purchase, discontinued use, inventory reduction, or other fault of the County shall be accepted by the Successful Bidder. All catalog stock merchandise shall be unused, in the original container, and in suitable condition for resale. The Successful Bidder may assess a restocking charge of not more than twenty-five (25%) percent of the purchase price or the restocking charge noted in the Successful Bidder's published restocking charge, whichever is less. The County shall reimburse the Successful Bidder for original freight charges, if applicable, and shall bear the freight cost of returned goods.

2.14.4 Return of catalog stock merchandise more than six (6) months after receipt by the County shall be at the option of the Successful Bidder. Restocking charges cannot exceed the Successful Bidder's published catalog restocking fee for such returns. The County shall reimburse the Successful Bidder for original freight charges, if applicable, and shall bear the freight cost for return of the goods.

2.15 MANUFACTURER PRICE SHEET ADJUSTMENTS

2.15.1 The discount off the manufacturer's most recently published list price sheet as offered herein shall be firm against any adjustment for the first six (6) months of the initial term of the Contract. After the initial six (6) months of the contract, the Successful Bidder may submit a new manufacturer's published price sheet. Each participating jurisdiction has the option of accepting the new price sheet (with the discount as bid), or rejecting the new price sheet, canceling the contract for convenience, and soliciting bids for a new contract.

2.15.2 In the event the manufacturer does not replace the price list, but modifies the Successful Bidder's discount rate on the existing price list as an alternate price adjustment, the Successful Bidder may request that the discount as Bid be modified in lieu of providing a new manufacturers price list.

2.16 AGREEMENT

This clause is deleted from this IFB.

2.17 PERFORMANCE, LABOR & MATERIAL BONDS

This clause is deleted from this IFB.

2.18 NEGOTIATED PRICING

When purchasing large quantities of products or services, the County reserves the right to purchase at the prices offered under the resulting Contract or to negotiate lower prices. In no event will the County pay more than the price offered under the resulting contract.

2.19 EXCEPTIONS TO THESE SPECIFICATIONS:

2.19.1 When the Bid Response differs in any way from the Technical Specifications and/or requirements set forth herein, the Bidder shall explicitly describe each variance in detail in a separate written Exceptions Sheet, referencing the appropriate paragraph or Clauses to which the variance applies and shall provide this information with the Bid Response.

2.19.2 Any exceptions to these specifications referenced in any price sheet, catalog, literature, build sheets, manufacturers' specifications or any other written information included in the Bid Response that is not documented in the Bidders' Exception Sheet shall not be part of any Contract with the Successful Bidder and shall be disregarded by the County.

2.19.3 The County shall, at its sole discretion, accept or reject individually any exceptions taken to these Specifications by the Bidder as declared on the Exceptions Sheet. The Bidder shall have 48 hours after written notification (fax and/or email) by the County to remove any exceptions rejected by the County or the Bid Response shall be rejected as being non-responsive.

SECTION THREE – TECHNICAL SPECIFICATIONS

3.1 All lamp products offered shall be from a major USA-based manufacturer and shall be United Underwriters (UL) approved. Pre-approved manufacturers for this Contract are (in alphabetical order): General Electric (GE), Philips, and Sylvania.

3.2 Ballast for all lamps available shall also be available for purchase under this Contract. All ballast products offered shall be from a major USA-based manufacturer and shall be United Underwriters (UL) approved. Pre-approved manufacturers for this Contract are (in alphabetical order) Advance/Phillips Lighting Technologies, General Electric (GE), Osram/Sylvania, and Universal. Ballasts shall be electronic, if available.

3.3 **INVOICES** shall be submitted on a per-delivery basis and shall contain the following:

3.3.1 The participating jurisdiction's contract/purchase order number;
3.3.2 Name of the participating jurisdiction;
3.3.3 Delivery date;
3.3.4 Name and address of the requesting/delivery agency;
3.3.5 Complete list of the items delivered;
3.3.6 List price for each item;
3.3.7 Contract price for each item;
3.3.8 Total spend for the invoice;
3.3.10 A unique invoice number;
3.3.11 Invoicing shall be furnished to the address(s) and per the instructions of the participating agency; and
3.3.12 Each participating jurisdiction may request additional information on the invoice as required by their jurisdiction.

3.4 **MONTHLY STATEMENTS** for non-pCard purchases for each using Agency within the participating jurisdiction shall be submitted on a monthly basis and shall contain the following:

3.4.1 The participating jurisdictions contract/purchase order number;
3.4.2 Name of the participating jurisdiction;
3.4.3 Time frame covered by the statement;
3.4.4 Name and address of the requesting/delivery agency;
3.4.5 Complete list of the items delivered by invoice number, including the date delivered;
3.4.6 List price for each item;
3.4.7 Contract price for each item;
3.4.8 Subtotal by delivery date/invoice number;
3.4.9 Total spend for the month;
3.4.10 A unique monthly statement number;
3.4.11 Monthly statements shall be furnished to the address(s) and per the instructions of the participating jurisdiction;
3.4.12 Each participating jurisdiction may request additional information on the invoice as required by their jurisdiction; and
3.4.13 A sample Monthly Statement shall be submitted with the Bid Response.

3.5 **USAGE REPORTS** shall be submitted for each three (3) month period of the Contract and shall be submitted to any participating jurisdiction requesting such a report no later than the 30th day of the month following the three-month period. The report shall include at minimum the

following information:

3.5.1 The participating jurisdictions contract/purchase order number;
3.5.2 Name of the participating jurisdiction;
3.5.3 Time frame covered by the report;
3.5.4 A list by number of all invoices included in the report;
3.5.5 Complete list of the items delivered by item and total quantity for the time period covered;
3.5.6 List price for each item;
3.5.7 Contract price for each item;
3.5.8 Subtotal by delivery date;
3.5.9 Subtotal by using Agency;
3.5.10 Total spend for the quarter;
3.5.11 Quarterly Usage Reports shall be furnished to the address(s) and per the instructions of the participating jurisdiction;
3.5.12 Each participating jurisdiction may request additional information on the invoice as required by their jurisdiction; and
3.5.13 A sample Quarterly Usage Report shall be submitted with the Bid Response.
3.5.14 An Annual Usage Report shall be sent to the lead jurisdiction, Anne Arundel County, Maryland no later than 30 days after an expired term of the contract and shall include the totals for all user entities participating in this contract.

3.6 DELIVERIES

3.6.1 Delivery shall be to any location within the boundaries of the participating jurisdiction.

3.6.2 There shall be <u>no minimum order</u> required for deliveries.

3.6.3 Deliveries shall be made no later than the next business day after receipt of the order. Deliveries shall be made inside/desktop as requested by the participating jurisdiction. Each delivery shall include a packing slip detailing the items ordered, items delivered, and the status of any back ordered items.

3.6.4 There shall be no additional cost beyond the lamp and/or ballast cost as bid. Fuel adjustments are strictly prohibited.

3.6.5 It is hereby acknowledged that all Bidders have three (3) levels of items identified as A list items, B list items, and C list items, with A list items being those stocked most heavily and C list items available sporadically or as special order.

3.6.6 For the purposes of this Contract, next day delivery shall apply to all the items listed (both lamp and ballast) in Attachments A & B to this IFB and also to all other items currently on the Successful Bidder's A list.

3.6.7 B list and C list items shall be provided within ten (10) business days unless the participating jurisdiction is informed by the Successful Bidder within one (1) day of the request for the product that the item is on back order, special order, etc. and will not be available to deliver within the ten (10) business day time frame. Alternate items shall be offered to the participating jurisdiction if available and every effort made by the Successful Bidder to expedite the delivery of the product.

3.6.8 Using participating jurisdictions shall have the option of providing a list of products and estimated annual quantities for items not currently on Attachment B to this IFB. Within forty-five (45) days of the request and thereafter, and if the Successful Bidder agrees, these additional items shall be stocked by the Successful Bidder and available for next day delivery as additions to Attachment B and by reference the Successful Bidders A list. The Successful Bidder shall inform Anne Arundel County, Maryland and all other participating jurisdictions of any such additions and this information shall be added to the contract file.

3.7 BID PROCESS, EVALUATION, AND AWARD

3.7.1 Bidder shall bid a discount off the manufacturers' price list. The list proposed shall be identified on the Bid Response form and a full copy of the list (or web address, if the price list is available on line) shall be submitted with the Bid Response.

3.7.2 NOTE: This contract is for the purchase and delivery of lamps and ballast only. Other items that may be included on the Manufacturer's Price List are excluded from this Contract.

3.7.3 Bidder shall also complete the Bid Evaluation Form (Attachment A to this IFB) providing the manufacturers' part number for each item, the list price, the bid price, and the location of the information on the manufacturers; Price List. In the event of a discrepancy between the percent discount bid and the price recorded in Attachment A, the percent discount shall control and be used by the County in evaluating the Bid Response.

3.7.3.1 In the event that a Bidder does not have a specific item on the list available, the Bidder may offer a substitute, clearly labeled as such, and shall include a cut sheet showing the full specifications for the substitute item with the Bid Response.

3.7.3.2 Any Bid that includes more than two (2) of the items as substitutions shall be rejected as non-responsive.

3.7.3.3 A complete list of substitute items offered by Bidders will be published with the Bid Tabulation on the Anne Arundel County, Maryland web site and comments from Bidders on the acceptability of the Substitutions will be accepted for ten (10) business days after publication. Acceptance of a substitute item shall be at the sole discretion of the Purchasing Agent for Anne Arundel County and their decision shall be final.

3.7.4 The Bid Evaluation Form (Attachment A) - corrected as necessary per 3.7.3 above) shall be used in determining the low bid. All items bid that can be reasonably assumed to be equivalents shall be considered in determining the low bid. This determination shall be at the sole discretion of the participating jurisdiction for determining award of the participating jurisdiction's contract.

3.7.5 The quantities listed on the Bid Evaluation Form (Attachment A) are estimated annual quantities and are given as a general guide for bidding and are not guaranteed amounts.

3.7.6 Bids referencing other contracts, terms, and/or conditions shall be rejected as non-responsive.

3.7.7 Bids in any other format other than a straight discount off a manufacturer's published price sheet shall be rejected as non-responsive.

3.7.8 Bids adding delivery or any other fees or charges shall be rejected as non-responsive.

3.7.9 Although the contract resulting from this IFB is non-exclusive, unsolicited offers will not be considered for lamps and/or ballasts during the contract term, including any renewal options exercised by a Participating Jurisdiction.

3.8 MANUFACTURER'S PRICE LISTS

3.8.1 Copies of the Manufacturers' Price Lists offered by the Successful Bidder in this IFB shall be made available to all participating jurisdictions in either paper or electronic format within ten (10) business days of request.

3.8.2 See also Clause 2.15 above.

****IMPORTANT NOTICE: Addenda to solicitations often occur, sometimes within as little as 48 hours, prior to bid opening. It is the potential Bidder's responsibility to frequently visit the Purchasing Division's website (http://www.aacounty.org/CentServ/Purchasing/index.cfm) to obtain Addenda once they have received a copy or downloaded a solicitation. No other notification will occur. In order to receive any addenda issued less than 48 hours prior to bid opening, all Bidders shall register for this IFB with the County Purchasing Division by calling 410-222-7620. A Bid may be rejected if any addendum is not signed and submitted with the Bid. ****

Anne Arundel County, Maryland
INVITATION FOR BID
IFB NO. 15-021
LAMPS AND BALLASTS

BID RESPONSE FORM
(Submit Original and One Duplicate Copy)

Purchasing Agent
The Heritage Office Complex
2660 Riva Road, 3rd Floor
Annapolis, Maryland 21401

In accordance with your Announcement, the Bid Response and Specifications contained herein and dated February 3, 2014, and your General Information and Notice to Bidders bearing the same date, we wish to quote the following:

Item #	**Description**

Item #1: Lamps, All <u>except</u> excluded items and LED, discount off Manufacturers published price sheet, per Specifications

_____% discount to be deducted from List Price (non-excluded or LED items)

Manufacture Bid: _____ Price List offered: _____

Statement of Warranty _____

Item #2: Lamps, Excluded Items (No LED), discount off Manufacturers published price sheet, per Specifications

_____% discount to be deducted from List Price (excluded items, not LED)

Manufacture Bid: _____ Price List offered: _____

Statement of Warranty _____

Bidder's Company Name: _____

Anne Arundel County, Maryland
INVITATION FOR BID
IFB NO. 15-021
LAMPS AND BALLASTS

Item #	Description

Item #3: Lamps, LED only, discount off Manufacturers published price sheet, per Specifications

_____% discount to be deducted from List Price, LED only

Manufacture Bid: _____ Price List offered: _____

Statement of Warranty _____

Item #4: Ballast, for Lamps, All items, Included excluded items, discount off manufacturers published price sheet, per Specifications

_____% discount to be deducted from List Price for all Ballast (no exclusions)

Manufacture Bid: _____ Price List offered: _____

Statement of Warranty _____

Award shall be made to the lowest TOTAL OF EXTENSIONS FOR <u>ALL LISTED ITEMS</u> on Attachment A, as detailed in and subject to modification by Clause 3.7 above.

The person signing the Bid Response shall initial any alterations in figures on this form in ink.

The Bidder certifies that this Bid Response has been duly authorized and approved by all required organizational action of the Bidder.

The person executing this Bid Response on behalf of the Bidder certifies that he or she has the legal and organizational authority to do so.

Bidder's Company Name: _____

Anne Arundel County, Maryland
INVITATION FOR BID
IFB NO. 15-021
LAMPS AND BALLASTS

Vendor Information Form

It is further agreed by the undersigned that upon our receipt of your written advice of the acceptance of our Bid, the necessary contract will be executed within ten (10) calendar days after such notice.

Bidding Firm Name: _____
Business Name (e.g., Corp., Inc., Co., T/A, DBA, etc.)

Federal Tax Identification No./SS#: _____

Street Address: _____

City and State: _____ Zip Code _____

Business Phone: (Toll Free #, if applicable)_____ Date: _____

Fax Number: _____ Terms of Payment: _____

Contact Name and Title: Mr. Mrs. Ms. ____ _____

Email Address: _____

Website Address, if available: _____

Registration # Issued by the MD Dept. of Assessment and Taxation*: _____
(*See Section 1.13 Corporation Registration)

Name and address of any affiliated company providing goods or services under the agreement: _____

_____

_____

In accordance with the County Code, Article 8-2-120, please list any affiliation with a County employee(s) or official(s). **Include name and type of affiliation** (i.e., relative, business associate, etc.). *(Write "none" if there are no affiliations.)*:

- Name: _____ Affiliation: _____
  County Agency or Company Name Where Employed_____
- Name: _____ Affiliation: _____
  County Agency or Company Name Where Employed_____
- Name: _____ Affiliation: _____
  County Agency or Company Name Where Employed_____

Does your firm qualify as a Minority Business Enterprise? Y or N
MBE Designations Black Male Black Woman Women Asian Hispanic None

Printed Name and Title of Agent: Mr. : Mrs. : Ms._____

Signature of Agent*: _____
(*See Section 1.25 – Signatures Required for Legal Entities)

The person signing the Bid Response shall initial any alterations in figures on this form in ink.

We wish to submit a "No Bid" at this time, but request that our company remain on your Bidders list for this commodity/service.

AFFIDAVIT

On behalf of_____, I do solemnly declare and affirm, under penalty of perjury,
(Contractor/Bidder/Offeror)
that to the best of my knowledge, information, and belief:

1. Neither_____, nor any of its officers, directors, or partners, or any
(Contractor/Bidder/Offeror)
of its employees who are directly involved in obtaining or performing contracts with the State of Maryland, a unit of the State (as defined in '16-101 of the State Finance and Procurement Article of the Maryland Annotated Code), or a local governmental entity in the State, has:

(a) been convicted of bribery, attempted bribery, or conspiracy to bribe, under the laws of any State or of the Federal Government;

(b) been convicted under a State or Federal law or Statute of any offense enumerated in '16-203 of the State Finance and Procurement Article of the Maryland Annotated Code; or

(c) been found civilly liable under a State or Federal Antitrust Statute as provided in '16-203 of the State Finance and Procurement Article of the Maryland Annotated Code.

2. _____ shall not knowingly enter into a contract with a public
(Contractor/Bidder/Offeror)
body under which a person or business debarred or suspended under Title 16, Subtitle 3 of the State Finance and Procurement Article of the Maryland Annotated Code will provide, directly or indirectly, supplies, services, architectural services, construction related services, leases of real property, or construction.

3. Neither_____, nor any employee or representative of
(Contractor/Bidder/Offeror)
_____:
(Contractor/Bidder/Offeror)

(a) agreed, conspired, connived, or colluded to produce a deceptive show of competition in the preparation of the bid or offer being submitted; or

(b) has in any manner, directly or indirectly, entered into any agreement, participated in any collusion to fix the price of the bid or proposal of any Bidder or offer of any competitor, or otherwise taken any action in restraint of free competitive bidding in connection with the contract for which the bid or offer is submitted;

4. The Contractor/Bidder/Offeror:

(a) Is not currently identified on the list created by the Maryland State Board of Public works as a person engaging in investment activities in Iran as described in Section 17-702 of the *Maryland State Finance and Procurement Article*; and

(b) Is not currently engaging in investment activities in Iran as described in Section 17-702 of the *Maryland State Finance and Procurement Article*.

If the person is unable to make the certification, it will provide the County, under penalty of perjury, a detailed description of the Contractor/Bidder/Offeror's investment activities in Iran.

Contractor/Bidder/Offeror: _____

By: _____

Title: _____

Date: _____

Subscribed and sworn to before me, a Notary Public of the State of_____,

County or City of _____, this _____ day of _____, 2015.

_____
(Notary Public)

My Commission Expires:_____

Anne Arundel County, Maryland
INVITATION FOR BID
IFB NO. 15-0XX
LAMPS AND BALLASTS

ATTACHMENT A – Bid Evaluation Form

WARNING: completing only this form without bidding a percent discount on the Bid Response Form above shall be rejected as non-responsive

LAMP & BALLAST DESCRIPTION MODEL # AND QUANTITY PER CASE Model numbers are based on the current contract manufacturers	Estimated Quantity per Item (not per case)	Discount offered for this item category	List Price (per item, not per case)	Discount Price (per item, not per case)	Extension (Quantity x Discount Price	Page on mfg Price List	Part # on mfg Price List
FLUORESCENT: T8; F32T8/TL741/ALTO, 30/CS	35745						
FLUORESCENT: T8; F32T8/ADV841/EW/ALTO, 30/CS	2025						
FLUORESCENT: T8; F32T8/ADV835/XEW/ ALTO, 30 /CS	4135						
FLUORESCENT: T8; F32T8/ADV841/XEW/ ALTO, 30 /CS	22375						
FLUORESCENT: T8; F32T8/ADV850/XEW/ ALTO, 30 /CS	3995						
FLUORESCENT: T12; F40T12/CW/SUPREME/ ALTO, 30/CS	2514						
COMPACT FLUORESCENT; PL-C26W/35/4P ALTO, 50/CS	386						
COMPACT FLUORESCENT; PL-S13W/827/2P ALTO, 100/CS	503						
FLUORESCENT; UBENT-T8; FB32T8/TL741/6 ALTO, 16/CS	1240						
FLUORESCENT ; UBENT-T8, FB32T8/ADV835/ 6/XEW ALTO	2300						

H.I.D. LAMPS; METAL HALIDE; M175/U/M, 20/CS	386						
H.I.D. LAMPS; METAL HALIDE; MH250/U	613						
H.I.D. LAMPS; METAL HALIDE; MH400/U	322						
LED, 48" 16.5 WATT, LINEAR T-8: 16.5T8/48-4000 IF	500						
LED, 48" 16.5 WATT, LINEAR T-8: 16.5T8/48-3500 IF	500						
LED, 17 WATT PAR 38, 3000K, 25 DEGREE FLOOD; 17PAR38/F25 3000 DIM AF	500						
LED, 10 WATT MR-16, 3000K, 35 DEGREE FLOOD; 10MR16/END/F35 3000 DIM	500						
LED, 12 WATT PAR 30 LONG NECK, 3000K, 36 DEGREE FLOOD; 12PAR30L/F36 3000 DIM	500						
BALLAST DESCRIPTION							
FLUORESCENT UNV, B232IUNVHP	2635						
FLUORESCENT UNV, B332IUNVHP	970						
FLUORESCENT UNV, B432IUNVHP	2935						
FLUORESCENT UNV, B232IUNVHE	2780						
HIGH PRESSURE SODIUM S150MLTLC3O500K	74						
METAL HALIDE M400ML5AC4M-500K	102						
METAL HALIDE M175MLTAC3M500K	61						
BASIS OF AWARD SHALL BE THE TOTAL EXTENSION FOR ALL LINE ITEMS: $_____							

Anne Arundel County, Maryland
INVITATION FOR BID
IFB NO. 15-0XX
LAMPS AND BALLASTS

ATTACHMENT B

LAMP & BALLAST DESCRIPTION MODEL # AND QUANTITY PER CASE (Model numbers are based on the current contract (4719-OB) manufacturers	Estimated Quantity per Item (not per case)
FLUORESCENT: T5; F28T5/841/ALTO	1200
FLUORESCENT; T8; F17T8/TL835/ALTO, 30/CS	126
FLUORESCENT: T8; F17T8/TL841 ALTO	1635
FLUORESCENT; T8; F25T8/TL835/ALTO, 30/CS	328
FLUORESCENT: T8; F32T8/TL735/ALTO, 30/CS	2605
FLUORESCENT: T8; F32T8/TL741/ALTO, 30/CS	35745
FLUORESCENT: T8; F32T8/TL841/ALTO, 30/CS	1853
FLUORESCENT: T8; F32T8/TL850/ALTO, 30/CS	1600
FLUORESCENT: T8; F32T8/TL741/PLUS/ALTO	1625
FLUORESCENT: T8; F32T8/ADV841/EW/ALTO, 30/CS	2025
FLUORESCENT: T8; F32T8/ADV835/XEW/ ALTO, 30 /CS	4135
FLUORESCENT: T8; F32T8/ADV841/XEW/ ALTO, 30 /CS	22375
FLUORESCENT: T8; F32T8/ADV850/XEW/ ALTO, 30 /CS	3995
FLUORESCENT: T8; F96T8/HO/TL841 PLUS AL, 25/CS	600
FLUORESCENT: T8; F96T8/TL741/PLUS ALTO	298
FLUORESCENT: T12, F20T12/CW/ALTO, 30/CS	210
FLUORESCENT: T12; F40T12/CW/SUPREME/ ALTO, 30/CS	2514
FLUORESCENT: T12; F48T12/CW/HO/ALTO, 15/CS	105
FLUORESCENT: T12; F96T12/CW/SUPREME/ ALTO, 16/CS	60
FLUORESCENT: F96T12CW/HO-O/ALTO	915
COMPACT FLUORESCENT; PL-C26W/35/4P ALTO, 50/CS	386
COMPACT FLUORESCENT; PL-C26W/35/ALTO, 50/CS	90
COMPACT FLUORESCENT, PL-C26W/41/ALTO	160

COMPACT FLUORESCENT, PL-C18W/41/4P/ ALTO	110
COMPAC T FLUORESCENT, PL-C26W/27/4P/ ALTO	196
COMPACT FLUORESCENT, PL-C26W/41/4P/ ALTO	170
COMPACT FLUORESCENT, PL-T26W/35/4P/ ALTO	124
COMPACT FLUORESCENT, PL-T26W/41/4P/ ALTO	66
COMPACT FLUORESCENT, PL-T32W/35/4P/ ALTO	170
COMPACT FLUORESCENT; PL-S5W/827/2P ALTO, 50/CS	40
COMPACT FLUORESCENT, PL-S9W/841/2P/ ALTO	190
COMPACT FLUORESCENT; PL-S13W/827/2P ALTO, 100/CS	503
COMPACT FLUORESCENT; C SUPREME; CF5LS/ 827, 50 CS	40
FLUORESCENT; UBENT-T8 FB31T8/TL841/ ALTO, 15/CS	336
FLUORESCENT; UBENT-T8; FB32T8/TL741/6 ALTO, 16/CS	1240
FLUORESCENT ; UBENT-T8, FB32T8/ADV835/ 6/XEW ALTO	2300
FLUORESCENT: UBENT T-12; FB40T12/CW/ SUPREME6, 12/CS	300
INCANDESCENT A-LAMPS; 60A130V, 60/CS	240
INCANDESCENT A-LAMPS; 72A19/EV 120V, 120/CS	17
INCANDESCENT A-LAMPS; 75A 130V, 48/CS	192
INCANDESCENT A-LAMPS; 75A/RS/VS 130V	36
INCANDESCENT A-LAMPS; 150A 120V	106
INCANDESCENT-PAR; 70PAR38/IRC+FL25, 15/ CS	185
INCANDESCENT A-LAMPS; 40A 120V	130
INCANDESCENT A-LAMPS; 60A-52A/EW, 48/CS	196
INCANDESCENT A-LAMPS; 300/IF 120V, 24/CS	36
H.I.D. LAMPS; HPS C150S55/ALTO 12/CS	78
H.I.D. LAMPS; HIGH PRESSURE SODIUM; C400S51/ALTO, 20/CS	258

H.I.D. LAMPS; HIGH PRESSURE SODIUM; C100S54/M, 12/CS	70
H.I.D. LAMPS; METAL HALIDE; M175/U/M, 20/CS	386
H.I.D. LAMPS; METAL HALIDE; MH250/U	613
H.I.D. LAMPS; METAL HALIDE; MH400/U	322
H.I.D. LAMPS; MERCURY VAPOR; H37KC-250/DX, 6/CS	12
PROJECTION LAMPS; ENX (PS-330-O)	24
BALLAST DESCRIPTION	
FLUORESCENT B232IUNVHE	20
FLUORESCENT 277V, B234SR277M	13
FLUORESCENT UNV, B259IUNVHP-A DOUBLE LAMP	109
FLUORESCENT B232IUNVHE	24
FLUORESCENT UNV, B132IUNVHP	10
FLUORESCENT UNV, B232IUNVHP	2635
FLUORESCENT UNV, B332IUNVHP	970
FLUORESCENT UNV, B432IUNVHP	2935
FLUORESCENT UNV, B232IUNVHE	2780
FLUORESCENT 120V, B234SR120M	62
HIGH PRESSURE SODIUM S400ML5AC4M500K	41
HIGH PRESSURE SODIUM S250ML5AC40	9
HIGH PRESSURE SODIUM S150MLTLC3O500K	74
HIGH PRESSURE SODIUM S100MLTLC3M500K	8
HIGH PRESSURE SODIUM S70MLTLC3M500K	18
HIGH PRESSURE SODIUM S50MLTLC3M500K	4
HIGH PRESSURE SODIUM S100120RCEM500K	8
METAL HALIDE M250ML5AC3M-500K	39
METAL HALIDE M400ML5AC4M-500K	102
METAL HALIDE M1000ML5AC5M500K	4
METAL HALIDE M175MLTAC3M500K	61
METAL HALIDE M150MLTLC3M500K	8
METAL HALIDE M100MLTLC3M500K	49
METAL HALIDE M70MLTLC3M500K	14