



Fluoresco Services, LLC  
4048 E. Superior Avenue  
Phoenix, AZ 85040  
Gary Gryder  
[ggryder@fluoresco.com](mailto:ggryder@fluoresco.com)

City of Casa Grande  
Illuminated Street Name Signs

Bid Opening Date 10/15/19  
1:30 PM

Bid Documents Enclosed

Hand Delivered  
City of Casa Grande  
Clerk's Office  
510 East Florence Blvd  
Casa Grande, AZ 85122

**BID PROPOSAL FORM**

**ILLUMINATED STREET NAME SIGNS**

Place Phoenix, Arizona

Date October 15, 2019

City Engineer  
City of Casa Grande  
Casa Grande, Arizona

In compliance with the City's invitation for bids and all conditions of the Contract Documents and Technical Specifications, the undersigned Fluoresco Services, LLC, a corporation organized under the laws of the State of Arizona; or a partnership consisting of N/A \*; or an individual trading as N/A in the City of Phoenix;

having examined the Contract Documents, site of work, and being familiar with conditions to be met, hereby proposes and agrees to furnish and provide all equipment, supplies, materials, labor, and everything necessary for completion of the work described in the "NOTICE OF BID" for the City of Casa Grande, and to construct the same and install the equipment and materials therein for the Owner in a good and workmanlike manner and to the satisfaction of the Owner, through and under the direction and supervision of its Engineer, or their properly authorized agents, and strictly pursuant to and in conformity with the Contract Documents and Technical Specifications prepared by the Engineers for the Owner, and with such modification of same and other documents that may be made by the Owner through its Engineers or their properly authorized agents, as provided herein, at the prices stipulated for the work described on the bid schedule contained on the following pages:

Ira A. Kleiman  
Dan Hohl  
Terry Matchulet

\*Insert names of president, secretary and treasurer of corporation

**ILLUMINATED STREET NAME SIGNS**  
**BID SCHEDULE**

Bidder's Name: Fluoresco Services, LLC

<b>ILLUMINATED STREET NAME SIGNS</b>				
<i>Item No.</i>	<i>Item Description</i>	<i>Estimated Annual Quantity</i>	<i>BID Unit Price</i>	<i>Total Extended BID Price</i>
1A	20" x 8' Double Sided Sign Fabricate and Deliver to Site	4 EA	\$ 3,699.00	\$ 14,796.00
1B	20" x 8' Double Sided Sign Installation	4 EA	\$ 450.00	\$ 1,800.00
2A	20" x 8' Single Sided Sign Fabricate and Deliver to Site	2 EA	\$ 3,099.00	\$ 6,198.00
2B	20" x 8' Single Sided Sign Installation	2 EA	\$ 450.00	\$ 900.00
3A	20" x 8' Sign Replacement Face Fabricate and Deliver to Site	2 EA	\$ 750.00	\$ 1,500.00
3B	20" x 8' Sign Replacement Face Installation	2 EA	\$ 195.00	\$ 390.00
4A	20" x 6' Double Sided Sign Fabricate and Deliver to Site	4 EA	\$ 3,199.00	\$ 12,796.00
4B	20" x 6' Double Sided Sign Installation	4 EA	\$ 450.00	\$ 1,800.00
5A	20" x 6' Single Sided Sign Fabricate and Deliver to Site	2 EA	\$ 2,819.00	\$ 5,638.00
5B	20" x 6' Single Sided Sign Installation	2 EA	\$ 450.00	\$ 900.00
6A	20" x 6' Sign Replacement Face Fabricate and Deliver to Site	2 EA	\$ 575.00	\$ 1,150.00
6B	20" x 6' Sign Replacement Face Installation	2 EA	\$ 195.00	\$ 390.00
7A	20" x 4' Double Sided Sign Fabricate and Deliver to Site	4 EA	\$ 2,399.00	\$ 9,596.00

7B	20" x 4' Double Sided Sign Installation	4 EA	\$ 450.00	\$ 1,800.00
8A	20" x 4' Single Sided Sign Fabricate and Deliver to Site	2 EA	\$ 2,219.00	\$ 4,438.00
<i>Item No.</i>	<i>Item Description</i>	<i>Estimated Annual Quantity</i>	<i>BID Unit Price</i>	<i>Total Extended BID Price</i>
8B	20" x 4' Single Sided Sign Installation	2 EA	\$ 450.00	\$ 900.00
9A	20" x 4' Sign Replacement Face Fabricate and Deliver to Site	2 EA	\$ 425.00	\$ 850.00
9B	20" x 4' Sign Replacement Face Installation	2 EA	\$ 195.00	\$ 390.00
10	Signal Pole Extension when Installing Sign	1 EA	\$1,300.00	\$ 1,300.00
11	Maintenance Service 8' Cabinet Includes Cleaning, Re-lamping, etc.	4 EA	\$ 175.00	\$ 700.00
12	Maintenance Service 6' Cabinet Includes Cleaning, Re-lamping, etc.	4 EA	\$ 150.00	\$ 600.00
13	Maintenance Service 4' Cabinet Includes Cleaning, Re-lamping, etc.	4 EA	\$ 135.00	\$ 540.00
14	LED Field Retrofit of 8' Sign	1 EA	\$ 750.00	\$ 750.00
15	LED Field Retrofit of 6' Sign	1 EA	\$ 675.00	\$ 675.00
16	LED Field Retrofit of 4' Sign	1 EA	\$ 575.00	\$ 575.00
17	Sign Removal (all sizes) – Includes Sign, Brackets, Conduit, Brass Plug, Wiring to Hand-hole, Deliver to City Yard	4 EA	\$ 370.00	\$ 1,480.00
18	Misc. On-Site Labor – Skilled Journeyman Electrician *	20 HRS	\$ 95.00	\$ 1,900.00

19	Misc. On-Site Labor – Unskilled Electrician Technician *	20 HRS	\$ 75.00	\$ 1,500.00
20	Misc. On-Site Bucket Truck *	8 HRS	\$ 55.00	\$ 440.00
<b>TOTAL BID PRICE</b>				<b>\$ 76,692.00</b>

\*Note: Misc. on-site labor and bucket truck use is for on-call, as-needed, and where-needed electrician needs *not associated* with Bid Items 1 through 7.

The estimated annual quantities are approximate only and will vary from these totals; from none to multiples of the estimated amount. *The City of Casa Grande makes no commitment or guarantee on minimum amounts of work for any item for this contract.*

The TOTAL BID PRICE is used ONLY to compare bids received for the purpose of selecting the Contractor for the Illuminated Street Name Signs contract. **The contract for this Illuminated Street Name Sign project shall be for a one (1) year term contract, with an option to renew for a maximum of two (2) additional years, for providing illuminated street name signs, supplies, and maintenance services to the City of Casa Grande, on an on-call, as-needed and where-needed basis.**

**OPTION TO RENEW**

The City of Casa Grande may elect to exercise an option to renew the contract for two (2) additional one (1) year periods at the prices and conditions stated herein. The first additional one-year period shall begin one year after the original Notice to Proceed and shall be in effect for one year, and the second additional one-year period shall begin two years after the original Notice to Proceed and shall be in effect for one year.

If prices set forth in the Bid Schedule are not firm for the additional years, the Bidder shall provide a percentage increase to be applied to the Contract Bid Items in the paragraph below.

The City of Casa Grande will consider one (1) price increase during each of the two (2) additional year periods. Each increase shall not exceed three percent (3%) of the previous period pricing. This price increase shall be applied equally to EACH line item of the bid schedule.

PRICE INCREASE FOR THE FIRST OPTION YEAR = based on CPI %

PRICE INCREASE FOR THE SECOND OPTION YEAR = based on CPI %

In compliance with the above, the undersigned offers and agrees to furnish any and all of the items or services enumerated and upon which prices are quoted at the unit price set opposite each item, delivered within the time specified. The unit price set opposite each item shall be

increased by the percentage noted above during each Option Year, should the City elect to extend the contract into one or both of the two (2) additional one (1) year periods.

**AVAILABILITY OF FUNDS**

The bidder acknowledges and agrees that each contract year is subject to the availability of funds as approved by the City Council. In the event that funding is not appropriated, the Contract will expire at no additional cost to either party. In addition, the City reserves the right to decline its Option to Renew the Contract for the first or second additional one (1) year periods for each fiscal year covered by this bid.

**ALL INCLUSIVE UNIT PRICES**

Unit price bids shall cover all items needed to complete the describe work including but not limited to labor, tools, equipment (capable of reaching a minimum of 20 foot height), supplies, hardware, and materials including sign cabinets, sign faces, LED lamps, and electronics, as applicable to the item of work. Unit prices shall include all shipping, delivery, and transportation costs.

**PROPOSED EQUIVALENT ALTERNATIVES TO SPECIFIED ITEMS**

Contractor's Bid Offer is based on the following equivalent alternatives to those specified:

- a. LED GE Product Equivalent: Per Specification
- b. Sun-Tech Photocell Equivalent: Per Specification

If equivalents are not proposed or offered, Bidder may leave the space blank or insert "N/A".

Emergency 24-hour Service Contact:

Name: Tim Ocker

Telephone Number: (602) 909-0224

Alternate Name: Gary Gryder

Alternate Phone: (602) 909-3647

**ACCEPTANCE OF BID PROPOSAL**

Award of this contract shall be the lowest TOTAL BID PRICE based on the estimated annual quantities of work for each bid item.

The undersigned hereby declares that representative(s) of the Bidder has visited the site and has carefully examined the Contract Documents and Technical Specifications relating to the work covered by the above bid.

The undersigned understands that any quantities stated or implied in the specifications or elsewhere in the Contract Documents are approximate only, and are subject to increase or decrease, and hereby proposes to perform all quantities of work as either increased or decreased, in accordance with the provisions of the specifications for the unit bid prices stipulated in the Bid Schedule.

The undersigned understands that all work associated with Illuminated Street Name Signs as specified for this contract shall be in accordance with the contract documents, technical specifications, and bid documents identified for the "ILLUMINATED STREET NAME SIGNS" project, all applicable Maricopa Association of Government's Uniform Standard Specifications and Details, and all applicable requirements of the Manual on Uniform Traffic Control Devices, except as otherwise required by the Project Contract Documents and Technical Specifications.

The undersigned understands that this (Bidder's) proposal shall be submitted with a **Proposal Guarantee of Certified Check, Cashier's Check, or Surety (Bid) Bond** for an amount not less than 10 percent of the amount bid, along with a **Certification of Bid** form and a completed **Affidavit of Non-Collusion**.

The undersigned agrees that upon receipt of the Notice of Award from the City of Casa Grande, he/she will execute the contract documents and furnish the required bonds and certificates of insurance.

**The Work shall be completed on-call, as-needed, and where needed within the City of Casa Grande, beginning with the day following the starting date specified in the Notice to Proceed and ending with the contract expiration date.**

**BID PACKAGE**

- \* Bid Proposal Form
  - includes Bid Schedule
- \* Required Accompanying Information
  - Detailed sign design shop drawings, including standard flag mount details
  - Evidence of electrical contractor licensure by the State of Arizona

Licensed Contractor Name: Fluoresco Services, LLC

License Class(es): C-11, CR-38, A-17

License Number(s): 291764, 291763, 291762

License Expiration Date(s): May 31, 2020

- Minimum of three references with contact information for at least three similar sign installation contracts

Contractor certifies that Fluoresco Services, LLC  
has provided complete sign fabrication and installation of illuminated street name signs  
for a period of 29 years (insert number of years' experience).

- \* Certification of Bid - Included
- \* Affidavit on Non-Collusion - Included
- \* Surety (Bid) Bond - Included



Respectfully submitted,

Contractor's Firm Name (Bidder)

Fluoresco Services, LLC

By:

Gary Gryder, V.P. Business Development  
Officer & Title

Gary Gryder, V.P. Business Development

4048 E. Superior Avenue


ATTEST:

Tim Ocker, Director of Lighting

Phoenix, AZ 85040

Officer & Title

Bidder's Full Address

  
Witness (if Bidder is an Individual)

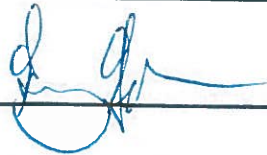
\*Provide addresses of corporate officers or partners if different than business address:

Everbrite, 4949 S. 110th Street Greenfield WI 53228

The bidder hereby acknowledges receipt of and agrees his proposal is based on the preceding Addenda issued (line-out non-issued addendum number as appropriate):

Addendum Number	Issue Date	Acknowledgement Signature
ADDENDUM NO. 1		
ADDENDUM NO. 2		
ADDENDUM NO. 3		
ADDENDUM NO. 4		

Contractor's/Bidder's Signature



By: Gary Gryder

License No. 291764, 291763, 291762

Classification C-11, CR-38, A-17

**CERTIFICATION OF BID**

**ILLUMINATED STREET NAME SIGNS**

Corporate Name Fluoresco Services, LLC

Address 4048 E Superior Avenue

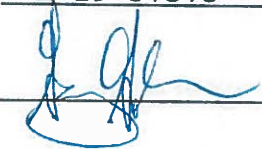
City, State, and Zip Phoenix, AZ 85040

Type of Entity Limited Liability Company

State of Incorporation Arizona

Phone Number (602) 276-0600

Casa Grande Business License Number (if Applicable) BL-19-57573

Signature of Authorized Officer 

Print Name of Authorized Officer Gary Gryder

Title of Authorized Signatory Vice President of Business Development

Bidder hereby certifies by signing and submitting this bid, which includes Notice of Bid, Information to Bidders, Technical Specifications, Bid Proposal Form, Issued Addenda, and Certification of Bid, that they have read, fully understand, and will comply with said invitation for bids and all associated bid documents.

**AFFIDAVIT OF NON-COLLUSION**

STATE OF ARIZONA        )  
COUNTY OF                ) ss

Gary Gryder  
(NAME)

BEING FIRST DULY SWORN, DEPOSES AND SAYS:

That he/she is vice President of Business Development  
(TITLE)

of Fluoresco Services, LLC  
(NAME OF BUSINESS)

That pursuant to Section 44-1404 of the Arizona Revised Statutes, he/she certifies as follows:  
That neither he/she nor anyone associated with the said

Fluoresco Services LLC  
(NAME OF BUSINESS)

has, directly or indirectly, entered into any agreement, participated in any collusion, or otherwise taken any action in restraint of free competitive bidding in connection with the Project:

**ILLUMINATED STREET NAME SIGNS**

Gary Gryder  
(NAME)

Vice President of Business Development  
(TITLE)

Fluoresco Services, LLC  
(NAME OF BUSINESS)

Subscribed and sworn to before me this 14th day of October, 2019



[Signature]  
(NOTARY PUBLIC)

My Commission Expires:

12-9-2019

**Fluoresco Lighting & Signs  
Sign Projects  
Customer References  
2006 - 2019**

Phoenix Branch

Project Owner: City of Tempe

Location: Tempe Street Name Sign Panels

Contact Name: Isaac Chavira, [Isaac.chavira@tempe.gov](mailto:Isaac.chavira@tempe.gov)

Contact Phone: 480-350-8349

Contract Amount: \$820,000 annually

Scope: Replacement of Illuminated Street Name Sign Panels, Maintenance & Production

Date Complete: Ongoing

Phoenix Branch

Project Owner: City of Phoenix

Location: Phoenix Street Name Sign Panels

Contact Name: Vince Gigliotti

Contact Phone: 602-262-6056

Contract Amount: \$1.4 million - \$3.5 million annually (2023)

Scope: Illuminated Street Name Signs, Maintenance & Production

Date Complete: December 2023

Phoenix Branch

Project Owner: City of Mesa

Location: Mesa Street Name Sign Panels

Contact Name: Mike Fisher

Contact Phone: 480-644-3129

Contract Amount: \$535,000 annually

Scope: Replacement of Illuminated Street Name Sign Panels, Maintenance & Production

Date Complete: June 2022

**SURETY (BID) BOND**

KNOW ALL MEN BY THESE PRESENTS:

That we, Fluoresco Services, LLC  
as Principal, (hereinafter called the Principal), and the Travelers Casualty and Surety Company of America  
, a corporation  
duly organized under the laws of the State of CT, as Surety, (hereinafter  
called the Surety), are held and firmly bound unto the City of Casa Grande as Obligee, in the sum  
of Ten Percent (10%) of the total amount of the bid of Principal, submitted to the City of Casa  
Grande for the work described below, for the payment of which sum, well and truly to be made,  
the said Principal and the said Surety, bind ourselves, our heirs, executors, and administrators,  
successors and assigns, jointly and severally, firmly by these presents, and in conformance with  
A.R.S.

WHEREAS, the said Principal is herewith submitting its proposal for the City of Casa Grande  
**ILLUMINATED STREET NAME SIGNS** Project.

NOW, THEREFORE, if the City of Casa Grande shall accept the proposal and give such Bonds and  
Certificates of Insurance as specified in the Contract Documents and Technical Specifications with  
good and sufficient Surety for the faithful performance of such contract and for the prompt  
payment of labor and material furnished in the prosecution thereof, or in the event of the failure  
of the Principal to enter into such contract and give such Bond and Certificate of Insurance, if the  
Principal shall pay to the City of Casa Grande the sum of money set forth above as liquidated  
damages for failure of the Principal to enter into the contract, then this obligation shall be null  
and void, otherwise to remain in full force and effect.

Signed and sealed this 15th day of October, A.D., 2019

Fluoresco Services, LLC

Principal

  
Title

Travelers Casualty and Surety Company of America  
Surety

  
Title Kristin L. Salazar, Attorney-in-Fact

Witness:



Witness:



Notwithstanding anything to the contrary contained herein, this bond and any subsequently issued bonds shall  
not extend to cover any warranties extending beyond 24 months from date of substantial completion



**Travelers Casualty and Surety Company of America**  
**Travelers Casualty and Surety Company**  
**St. Paul Fire and Marine Insurance Company**  
**Farmington Casualty Company**

**POWER OF ATTORNEY**

**KNOW ALL MEN BY THESE PRESENTS:** That Travelers Casualty and Surety Company of America, Travelers Casualty and Surety Company, St. Paul Fire and Marine Insurance Company, and Farmington Casualty Company are corporations duly organized under the laws of the State of Connecticut (herein collectively called the "Companies"), and that the Companies do hereby make, constitute and appoint **Kristin L. Salazar** of Greenwood Village, CO their true and lawful Attorney-in-Fact to sign, execute, seal and acknowledge any and all bonds, recognizances, conditional undertakings and other writings obligatory in the nature thereof on behalf of the Companies in their business of guaranteeing the fidelity of persons, guaranteeing the performance of contracts and executing or guaranteeing bonds and undertakings required or permitted in any actions or proceedings allowed by law, including the following bond:

**Surety Bond No.:** Bid Bond  
**OR**

**Project Description:** Illuminated Street Name Signs

**Principal:** Fluoresco Services, LLC

**Obligee:** City of Casa Grande

**IN WITNESS WHEREOF,** the Companies have caused this instrument to be signed, and their corporate seals to be hereto affixed, this 6th day of May, 2019.



State of Connecticut

City of Hartford ss.

By:   
 Robert L. Raney, Senior Vice President

On this the 6th day of May, 2019, before me personally appeared **Robert L. Raney**, who acknowledged himself to be the Senior Vice President of each of the Companies, and that he, as such, being authorized so to do, executed the foregoing instrument for the purposes therein contained by signing on behalf of said Companies by himself as a duly authorized officer.

**IN WITNESS WHEREOF,** I hereunto set my hand and official seal.

My Commission expires the 30th day of June, 2021



  
 Anna P. Nowik, Notary Public

This Power of Attorney is granted under and by the authority of the following resolutions adopted by the Boards of Directors of each of the Companies, which resolutions are now in full force and effect, reading as follows:

**RESOLVED,** that the Chairman, the President, any Vice Chairman, any Executive Vice President, any Senior Vice President, any Vice President, any Second Vice President, the Treasurer, any Assistant Treasurer, the Corporate Secretary or any Assistant Secretary may appoint Attorneys-in-Fact and Agents to act for and on behalf of the Company and may give such appointee such authority as his or her certificate of authority may prescribe to sign with the Company's name and seal with the Company's seal bonds, recognizances, contracts of indemnity, and other writings obligatory in the nature of a bond, recognizance, or conditional undertaking, and any of said officers or the Board of Directors at any time may remove any such appointee and revoke the power given him or her; and it is

**FURTHER RESOLVED,** that the Chairman, the President, any Vice Chairman, any Executive Vice President, any Senior Vice President or any Vice President may delegate all or any part of the foregoing authority to one or more officers or employees of this Company, provided that each such delegation is in writing and a copy thereof is filed in the office of the Secretary; and it is

**FURTHER RESOLVED,** that any bond, recognizance, contract of indemnity, or writing obligatory in the nature of a bond, recognizance, or conditional undertaking shall be valid and binding upon the Company when (a) signed by the President, any Vice Chairman, any Executive Vice President, any Senior Vice President or any Vice President, any Second Vice President, the Treasurer, any Assistant Treasurer, the Corporate Secretary or any Assistant Secretary and duly attested and sealed with the Company's seal by a Secretary or Assistant Secretary; or (b) duly executed (under seal, if required) by one or more Attorneys-in-Fact and Agents pursuant to the power prescribed in his or her certificate or their certificates of authority or by one or more Company officers pursuant to a written delegation of authority; and it is

**FURTHER RESOLVED,** that the signature of each of the following officers: President, any Executive Vice President, any Senior Vice President, any Vice President, any Assistant Vice President, any Secretary, any Assistant Secretary, and the seal of the Company may be affixed by facsimile to any Power of Attorney or to any certificate relating thereto appointing Resident Vice Presidents, Resident Assistant Secretaries or Attorneys-in-Fact for purposes only of executing and attesting bonds and undertakings and other writings obligatory in the nature thereof, and any such Power of Attorney or certificate bearing such facsimile signature or facsimile seal shall be valid and binding upon the Company and any such power so executed and certified by such facsimile signature and facsimile seal shall be valid and binding on the Company in the future with respect to any bond or understanding to which it is attached.

I, **Kevin E. Hughes**, the undersigned, Assistant Secretary of each of the Companies, do hereby certify that the above and foregoing is a true and correct copy of the Power of Attorney executed by said Companies, which remains in full force and effect.

Dated this 15th day of October, 2019.



  
 Kevin E. Hughes, Assistant Secretary

To verify the authenticity of this Power of Attorney, please call us at 1-800-421-3880.  
 Please refer to the above-named Attorney-in-Fact and the details of the bond to which this Power of Attorney is attached.