

# Staff Summary Report



Council Meeting Date: 06/11/2009

Agenda Item Number: \_\_\_\_\_

**SUBJECT:** Request approval to award two-year contracts with three, one-year renewal options to Republic ITS, Inc. and Fluoresco Lighting & Signs for service and maintenance of area lighting including park lighting, facility safety lighting and recreational area lighting.

**DOCUMENT NAME:** 20090611fsta08 PURCHASES (1004-01)

**COMMENTS:** (RFP 09-140) Total amount of this contract shall not exceed \$300,000 during the initial two-year contract period.

**PREPARED BY:** Tony Allen, Procurement Officer, 480-350-8548

**REVIEWED BY:** Michael Greene, Central Services Administrator, 480-350-8516  
Glenn Kephart, Public Works Manager, 480-350-8205

**LEGAL REVIEW BY:** Dave Park, Assistant City Attorney, 480-350-8907

**DEPARTMENT REVIEW BY:** Jerry Hart, CPA, Financial Services Manager, 480-350-8505

**FISCAL NOTE:** Sufficient funds have been appropriated in various Citywide cost centers for the anticipated expenditures in the current fiscal year.

**RECOMMENDATION:** Award the contracts.

**ADDITIONAL INFO:** Background information

The City of Tempe issued a Request for Proposal to establish contracts for the maintenance of area lighting systems to include park lighting, facility safety lighting and recreational area lighting. The firm primary responsibilities are the replacement of lamps and ballasts to insure operability of lighting.

#### Evaluation Process

Six responses were received and scored by a committee comprised of Public Works, Water Department and Procurement Staff.

The scoring criteria included:

- Cost
- Equipment/Vehicle inventory available to service this contract
- Electrician qualifications and firm's experience and expertise
- References
- Overall response to RFP

The results of the evaluation process are:

Firm	Score	Total of Unit Costs
Republic ITS, Inc.	106.00	\$ 1,276.55
Fluoresco Lighting and Signs	100.47	\$ 1,481.28
KSK Electric, Inc.	87.82	\$ 2,340.22
Spectra Electrical Services	78.59	\$ 4,056.39
Commonwealth Electric Company	73.76	\$ 6,576.19
Urschel Enterprises	19.23	\$ 2,655.00

In order to insure availability of repair services when needed, it is the recommendation of the committee to award contracts to Republic ITS, Inc. and Fluoresco Lighting and Signs, the two highest scores who met the requirements as specified by the City and provided the lowest overall cost based upon the City supplied "laundry list" of products and services utilized for evaluation of cost.



A Brighter Solution

Corporate Headquarters  
371 Bel Marin Keys Blvd  
Suite 200  
Novato, CA 94949  
(415)884-3000  
(415)884-4800 fax

May 12, 2009

Tony Allen  
Procurement Officer  
City of Tempe  
20 E. Sixth Street, 2<sup>nd</sup> Floor  
Tempe, AZ 85281

RE: Request for Proposal – Area Lighting Maintenance, Request for Proposal No. 09-140

Dear Mr. Allen,

We are pleased to submit the attached response to the Request for Proposal for Area Lighting Maintenance for your review and consideration. Republic ITS, Inc., an Arizona Corporation, is a wholly owned subsidiary of Republic Intelligent Transportation Service, Inc. (a California Corporation). Republic ITS, Inc., along with its affiliated companies, has partnered with over 300 cities nationwide and helped cities define their Streetlight requirements to best fit the needs of the city and their citizens.

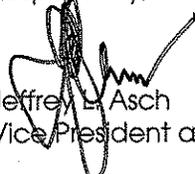
Republic ITS, Inc., along with its affiliates is an electrical contracting and traffic engineering firm with over 17 years experience in streetlight maintenance and construction services. We specialize in engineering, maintenance, testing, repair, and replacement of streetlights, traffic signals, and exterior commercial lighting. Republic ITS, Inc., has access to a national staff of hundreds which includes an array of professional engineers and qualified IMSA-certified technicians with numerous industry, manufacturer and systems certifications. Building and maintaining streetlight systems is a core service of the Republic ITS, Inc., family of companies and our staff has considerable expertise with these items.

Included in our daily maintenance services and fee is our Information Technology. We created a custom web demonstration about our WIRE and PLATO software programs that can be viewed by using the following link: <http://sqlserver.republicits.com:8086/slvideo/>

Republic ITS, Inc., was recently awarded the City of Phoenix Streetlight Maintenance Contract and as we expand our business in Arizona, we are eager to work with the City of Tempe.

We pride ourselves in providing a complete turnkey solution to streetlight and traffic signal maintenance and related improvement projects. Personal customer service, rapid response time, innovation, experienced and qualified personnel in the streetlight and traffic signal business are the utmost priorities in our organization. This proposal will remain in effect for 90 calendar days from the date hereof.

Respectfully,



Jeffrey L. Asch  
Vice President and CFO



**Republic  
ITS, Inc.**

An Arizona  
Corporation  
File # 1461392-6

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371 Bel Marin Keys Blvd., #200  
Novato, CA 94949  
Phone: 415-884-3000 Fax: 415-884-4800

**BOSTON**

8 Progress Road  
Billerica, MA 01821-5730  
Phone: 978-262-9010 Fax: 978-262-9020

**DALLAS/FORT WORTH**

2725 114th Street  
Grand Prairie, TX 75050  
Phone: 817-633-5300 Fax: 817-633-5350

**HOUSTON**

9360 S. Point Drive  
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Phone: 713-797-9900 Fax: 713-797-9905

**LOS ANGELES**

1266 North La Loma Circle  
Anaheim, CA 92806  
Phone: 714-630-2100 Fax: 714-630-2828

**MIAMI**

6126 NW 7th Avenue  
Miami, FL 33166  
Phone: 305-392-7991 Fax: 305-392-7992

**PHILADELPHIA**

801 Rohrerstown Road, Suite 100  
Lancaster, PA 17601  
Phone: 717-443-9956

**PHOENIX**

2609 N. Ogden Road, Suite 101  
Mesa, AZ 85215  
Phone: 480-807-3560 Fax: 480-830-0042

**RIVERSIDE**

2240 Business Way  
Riverside, CA 92501  
Phone: 951-784-6600 Fax: 951-784-6700

**SACRAMENTO**

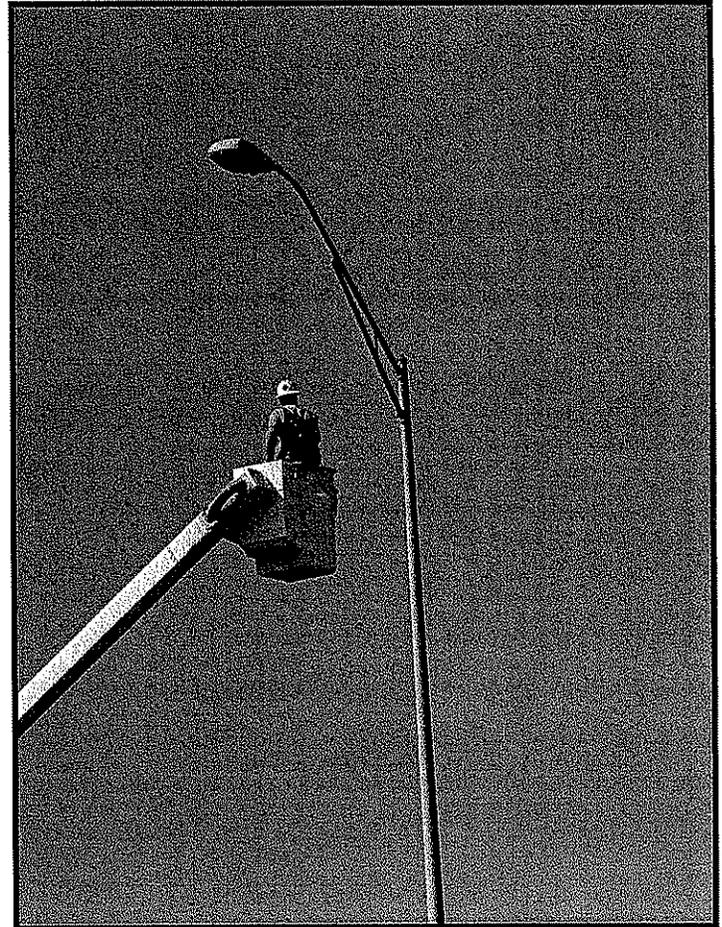
1513 Sports Drive, Suite 250  
Sacramento, CA 95834  
Phone: 916-515-0855 Fax: 916-515-0865

**SAN DIEGO**

9932 Prospect Ave., Suite 134  
Santee, CA 92071  
Phone: 619-562-1104 Fax: 619-562-1125

**SAN JOSE**

3765 Yale Way  
Fremont, CA 94538  
Phone: 510-440-8127 Fax: 510-440-1751



**Proposal for  
Area Lighting Maintenance  
Request for Proposals No. 09-140**

**May 12, 2009**

## **INTRODUCTION AND COMPANY HISTORY**

Republic ITS, Inc. is an Arizona Corporation licensed for business in the State of Arizona and is a wholly owned subsidiary of Republic Intelligent Transportation Services, Inc., a California Corporation (dba Republic ITS). Republic ITS, the parent company of Republic ITS, Inc., is a pioneer in the private streetlight business dating back to 1991 in California. Its corporate offices are located in Novato, California along with offices located in the following markets; Boston, Dallas, Houston, Los Angeles, Miami, New Haven, Sacramento, Philadelphia, San Diego, San Francisco, San Jose and Phoenix. Republic ITS, Inc. as a wholly owned subsidiary of Republic ITS has access to all of the affiliated companies financial and other resources and experience, as well as expertise, institutional knowledge, and industry best practices.

Republic ITS, Inc.'s core business is streetlight and traffic signal maintenance and professional traffic engineering services. The affiliated group of companies currently services hundreds of thousands of streetlights and thousands of signalized traffic intersections under long-term maintenance agreements nationwide. We are dedicated to meeting and exceeding the challenging public safety requirements associated with the streetlight and traffic signal maintenance industry. Republic ITS, Inc. will use a combination of highly qualified personnel, fleets of specially outfitted vehicles, the latest tools and equipment, and our unmatched knowledge, understanding, and experience in the streetlight industry to meet the needs of the City of Tempe.

As an affiliated group, we have partnered with over 300 cities nationwide and helped cities define their Streetlight requirements to best fit the needs of the city and their citizens. We are best positioned to assist the City of Tempe with their Area Lighting Maintenance because Republic ITS, Inc. and its affiliates:

- have over 300 streetlight and traffic signal maintenance contracts with public agencies and over 100 private lighting contracts
- maintain more than half the outsourced streetlight maintenance in California and almost 90% of outsourced traffic signal maintenance
- have completed over half a million LED traffic signal retrofits
- use W.I.R.E. and PLATO wireless software programs that were developed in-house and offer online access to real-time data (see web link)
- offer the only federally approved streetlight and traffic signal apprenticeship program, and has over 25+ IMSA Level III technicians
- IMSA Certified Proctor On Staff
- offer a full-set of services from engineering, construction build out and maintenance
- maintain street lighting for communities in California, Connecticut, Massachusetts, Pennsylvania and Texas
- provide engineering services for over twenty-five public agencies and private companies

Republic ITS, Inc. understands the constant challenges of managing, maintaining, and effectively servicing a wide variety of lighting systems. With access to an extensive staff of IMSA-certified technicians, electricians, and laborers, Republic ITS, Inc. is positioned to provide the best possible service to the City of Tempe.

We have the only federally approved training program for Streetlight and Traffic Signal Maintenance Technicians. Our technicians participate in a California Apprenticeship Training Program which leads to a state certification as a Journeyman Traffic Signal and Streetlight Technician. The Apprenticeship Training Program is a 3-year program which conducts 2 classes per year. New methods and products are constantly being introduced, and like most technical fields, constant training and updating of our knowledge and skills are essential to remaining a front-runner in the transportation industry and ensuring that we have qualified personnel.

As the affiliated group has successfully accomplished in other cities, Republic ITS, Inc. has a well-qualified Regional Manager with a fully functioning field office located at 2609 N. Ogden Road in Mesa, Arizona.

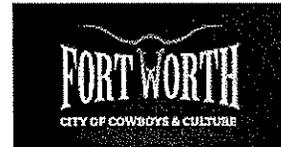
## **NOTABLE PROJECTS**

Customers in the public sector have relied on Republic ITS, Inc., Inc. because of the trusting relationship formed with the current management and staff over the years. As an industry leader, Republic ITS, Inc. has had the opportunity to work on some interesting and notable projects across the United States. Because of our role in the market, municipalities reach out to Republic ITS, Inc. to make sure we participate in their proposal processes. The following are some examples of Republic's experience:



**Massachusetts Deregulation** – In 1998, there was a major push in Massachusetts to deregulate streetlight maintenance which was done by the local utilities. From a nationwide search of over 120 qualified companies only 10 were selected to send an RFP. Republic was ultimately chosen for the project and we now hold long term maintenance contracts with 46 public agencies in Massachusetts.

Combining Republic ITS, Inc., Inc. skilled streetlight technicians with our innovative technology, Republic ITS, Inc., Inc. was able to effectively increase the City of Ft Worth's lighting system from approximately 40% to over 98% success rate. This effort includes identifying and repairing circuits, replacing lamp outages, fixing day-burners, and identifying and repairing buried cable and wiring. In addition, the contract includes monthly maintenance, emergency response and repair, and setting and removing poles. Utilizing our software and GPS technology, Republic captured and inventoried lamp locations, generating an online streetlight lamp map with current maintenance activities. *Ft Worth Contact: Mr. Mark Mathis, Traffic Engineer, Department of Transportation (817) 392-7861*



**Caltrans Emergency Traffic Signal LED Retrofit for Five Counties in Southern California** – Republic ITS, Inc., Inc. was one of the only two contractors in California selected by Caltrans to respond to a RFP to install approximately 22,000 LED modules in signalized intersections throughout Southern California. Former Governor Gray Davis initiated this emergency project in order to quickly reduce electric load from the State electrical grid. Caltrans selected Republic ITS, Inc., Inc. for the task of retrofitting all 22,000 LEDs in 60 days. *Caltrans Contact: Gonzalo Gomez, Senior Transportation Electrical Engineer (916) 654-2461*

**Caltrans District 4 – Weigh-in Motion & Electrical Repair for CHP Truck Inspection Facilities – On-Call** – Republic ITS, Inc., Inc. was awarded a contract to provide on-call electrical maintenance, troubleshooting and repair service for all state owned and California Highway Patrol occupied truck inspection facilities, platforms and scales throughout the nine county San Francisco Bay Area. We are responsible for providing service 24 hours per day, seven days per week. Examples of typical tasks included in this \$795,000 contract include repairs or replacement of changeable message signs, truck counters, height indicators, communication and video systems, under truck lighting, pumps and controls. *Caltrans District 4 Contact: Gregory Klein, Deputy Regional Manager (415) 330-6556*

**Caltrans District 4 – On-Call Highway Streetlight Knockdown** – Republic ITS, Inc., Inc. was recently awarded a \$1,784,000 two year project to provide all labor, equipment, tools, materials, and traffic control necessary to replace knocked down highway lighting standards and/or concrete foundations as needed in the counties of Marin, Sonoma, Napa, Contra Costa, Solano, Alameda, Santa Clara, San Mateo and San Francisco. Replacement of the damaged equipment includes installation of poles, mast arms, fixtures, lamps, fixtures, wires, pole numbers and incidentals as required. *Caltrans District 4 Contact: Gregory Klein, Deputy Regional Manager (415) 330-6556*

**Caltrans District 4 – On-Call Detection and Loop Replacement** – In the last couple years, Republic ITS, Inc., Inc. has been extremely successful at winning and completing on-call loop contracts throughout the state of California. Republic ITS, Inc., Inc. currently has 2 year on-call loop installation contracts with Districts 2, 3, 4 and 11 totaling over \$3,000,000. The work includes testing and identifying faulty detection systems as well as installation of loops and count stations on freeway main lines, rural highways, arterial expressways, ramps and interchanges. The projects require extensive logistical coordination to successfully pull together such tasks as notifying the public in advance of the planned work, pre and

post testing of the circuitry, night time operations and the various traffic controls. *Caltrans District 4 Contact: Gregory Klein, Deputy Reg. Mgr (415) 330-6556*

**City of Irvine, California Signal Synchronization Project** – Republic ITS, Inc., Inc. is currently under contract to handle all traffic signal maintenance and repair daily operations for the City of Irvine. In addition to the current contract, the City has awarded to Republic ITS, Inc., Inc. numerous contracts as well as expanding the current contract to support and assist with the expansion of the City's already extensive fiber optic communication network. We have worked closely with the City to ensure minimal downtimes are met in order to have as little negative impact on traffic as possible during the construction process as well as maximum impact on relieving traffic congestion as the projects mature. *City of Irvine Contact: David Flanagan, Senior Project Manager (949) 724-7684*



**Washington D.C. Department of Transportation LED Retrofit** – Republic ITS, Inc., Inc. was selected by The Government of the District of Columbia District Department of Transportation (DDOT) to retrofit approximately 31,000 existing traffic signal heads and 10,000 pedestrian signals. As part of the project Republic replaced three, four, and five section traffic signal heads. Work progress was reported to the District via the Republic website. The project was completed ahead of schedule. *Washington D.C. Contact: William McGuirk, Chief, Traffic Signal Systems Division, Department of Transportation (202) 671-1493*



**Texas Department of Transportation (TxDOT), Houston District Harris County – Traffic Signal Maintenance** – In September 2007, Republic ITS, Inc., Inc. was awarded the contract for preventative maintenance of 1,264 signalized intersections. The project is underway and while not required by the contract, Republic has deployed a wireless electronic maintenance management software package custom designed by Republic's I.T. Department to meet the State's contract and data management needs. This proprietary software solution is know as WiRE and is utilized on Republic's 300+ long term traffic signal and streetlight maintenance contracts throughout the United States. *TxDOT Contact: Doug Vanover, District Maintenance Supervisor (713) 802-5661*

**City of Austin, TX – LED Traffic Signal and Service Agreement** – The City of Austin awarded Republic a contract to install approximately 20,000 LED modules and 1,000 new pedestrian signal enclosures in signalized intersections throughout the City. The bid was submitted through a RFP process advertised by The City of Austin with an Evaluation Matrix to determine the most qualified and cost-effective contractor. The Evaluation Matrix included a maximum total of 100 points in six categories. The project covered approximately 650 City-owned intersections and 150 Texas Department of Transportation owned intersections. It also included a service agreement to maintain the intersections for a two-year period. This project was completed one year ahead of schedule. *Austin Energy Contact: Dennis Lilley, Contract Supervisor (512) 482-5319*



**Alaska Department of Transportation Statewide LED Retrofit** – Republic was awarded a project to furnish and install a total of 8,000 LEDs within an eight-week period. All of the work needed to be completed prior to the onset of cold winter conditions in October. Republic assembled a project team, staffed with electricians and bucket trucks. There were no bucket trucks available in Alaska, so Republic barged trucks from Seattle across the Gulf of Alaska to the Port of Anchorage. All materials also had to be barged into Anchorage. The project was completed on time. *Alaska DOT Contact: Ace Worley, Project Engineer (907) 269-0466*

**Cambridge, MA - TS Maintenance** – The City of Cambridge awarded its traffic signal maintenance contract for 150 intersections to Republic ITS, Inc., Inc. based on a combination of low bid and technical interviews. The interview required Republic to demonstrate its technical capabilities, IMSA Level III personnel and capabilities. The \$1.5M contract is a 3-year contract which includes all aspects of routine and call-out maintenance as well as various improvements as directed by the City. *Cambridge Contact: Wayne Amaral, Traffic Operations Manager (617) 349-4723*



**New Haven, CT Streetlight Upgrade** – City of New Haven awarded Republic ITS, Inc., Inc. a contract to retrofit 10,800 streetlights with a newer energy efficient flat glass system. The project was completed ahead of schedule. *New Haven Contact: Sebouh Y. Asadourian, Engineer (203) 946-6798*

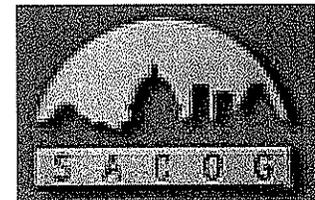
**San Bernardino Association of Governments – Coordinated Traffic Signal System (SANBAG)** – Republic ITS, Inc., Inc. was awarded a \$1.7M project. Beginning in November 2006, this project involved eleven cities, the County of San Bernardino and Caltrans. Republic's project management and engineering experience supported the coordination and communication challenge of traffic signal upgrades and construction work through various agencies. The project includes over 8,000 feet of new conduits, 30,000 feet of new interconnect cable, 95 controller upgrades, 16 cabinet upgrades, spread spectrum radio systems at 133 intersections, and one complete new traffic signal. *SANBAG Contacts: Garry Shippy, Project Manager, (909) 949-8800 and Nathaniel Behura, President, Transportation & Energy Solutions (714) 685-0001*



**Sacramento Municipal Utility District (SMUD) Detailed Line Inspection** – Republic recently won a two-year, \$1.25 million contract to perform a detailed inspection of SMUD's overhead and underground distribution system. Contract requirements include taking digital photos, inspecting and verifying conditions of GPS positions of poles and transformers, and making minor repairs. Automation support will include a PDA special module for each type of facility to optimize efficiency, client access, and documentation. *SMUD Contact: Kermit Hellem, Supervisor - Technical Support/GIS, (916) 732-5402 or Bill Carnes, Process Coordinator (916) 732-6716*

**Sacramento Municipal Utility District (SMUD) – Inspection, Evaluation and Treatment of Wood Poles** – Republic ITS, Inc., Inc. has been awarded by SMUD to perform this \$2,500,000 contract over a two year period. Republic ITS, Inc., Inc. crews are responsible for inspecting, testing and treating 15,000 poles per year. The contract also calls for reinforcement of eligible rejected poles. The project requires development of special wireless software to keep track of the various quantities and line items on a daily basis. The project also requires special Qualified Applicators certifications, training on the safe handling of treatment products and environmental impairment liability insurance to cover the safe handling, abatement and transport of pollutants.

**Capitol Valley Regional Safe (CVRS) Roadside Callbox Maintenance and Upgrades** – Republic ITS, Inc., Inc. expanded into the roadside callbox industry with a 5-year, \$5.1 million project that began in December 2006 and covers the Sacramento, CA area. The contract includes designing, manufacturing and upgrading 1,300 sites from analog to digital cellular technology, and TTY (text teletype) for ADA compatibility. This project covers over 750 highway miles, through two Caltrans districts and six counties. Republic's IT department developed a suite of applications to support the project: a map enabled web application to manage problem tickets, scheduled maintenance and the callbox inventory; a wireless PDA application for completing work orders in the field; a server-based system to accept daily status reports and alarm calls from each callbox; and database back end to manage all the data. *CVRS Contact: David Ghorso (916) 340-6258*





### **Santa Clara Valley Transit Authority – Upgrades and Retrofit**

Retrofitted existing traffic signal systems for Silicon Valley's light rail system – Santa Clara Valley Transportation Authority (SCVTA) for multiple stations through five agencies. Work scope included upgrading incandescent signal system at each station to LED, customized upgrade of "Trolley Coming" signs which included sign retrofit, electrical troubleshooting, conductor removal and replacement, and overall facilities testing. Republic ITS, Inc., Inc. worked closely with the Santa Clara Valley Transportation Authority and our Insurance carrier to ensure that we had the proper safety training and insurance to allow us to work within the railway right-of way. SCVTA Contact: David Kobayashi, Senior Transportation Planner (408) 321-5892

## **EXPERIENCE AND QUALIFICATIONS OF KEY PERSONNEL**

Republic ITS, Inc. and its affiliates employ fully trained Journeymen Lineman, Electricians, and Streetlight Technicians to do all repairs including lamp and photocell replacement. Our skilled and experienced technicians are among the best in the industry and we are proud to have over 25+ IMSA Level III certified technicians on our team. In general, we compensate our employees better than our competition, and we expect them to perform at a higher level. We aggressively train our team with a focus on work pride, quality, skills and safety. We remain cost competitive because of the productivity of our crews and our reliance on working smarter rather than harder.

Republic ITS, Inc. has access to a national staff of hundreds which include an array of electricians, laborers and registered Professional Engineers. Republic ITS, Inc. is positioned to provide the best possible service to the City of Tempe. Following is an example of staff members who will be available and responsible for providing exemplary services to the City of Tempe:

### **Anthony Rojas, Regional Manager (Local)**

- Bachelor of Science in Electrical Engineering Technology, Alameda University
- General Engineering License (A-/ROC 222445)
- General Commercial Contractor License (B-01/ROC 220189)
- Alliance for Construction Excellence – Arizona State University
- Streetlight Maintenance Project Manager for City of Phoenix

### **Tim Conway, Field Operations Supervisor (Local)**

- IMSA Level I and II Traffic Signal Electrician Certification
- Streetlight Maintenance Field Supervisor for City of Phoenix
- Worked for City of Mesa as Streetlight and Traffic Signal Technician

### **Matt Allen, Streetlight Technician (Local)**

- Electrician
- Streetlight Technician for City of Phoenix

### **Dan Schlink, Streetlight Technician (Local)**

- Electrician
- ISMA Certified
- Worked for City of Mesa as a streetlight maintenance technician
- Streetlight Technician for City of Phoenix

### **Neil Hanna, Night Check Driver (Local)**

- Degreed Surveyor
- Responsible for night checks in the City of Phoenix
- Performed Streetlight Audit for City of Duncan, Oklahoma

### **Reuben Lopez, Warehouse Manager (Local)**

- Warehouse manager
- On-call night check driver for City of Phoenix

### **Mark Futhey, Technical Advisor**

- Exceptional technical knowledge of all areas of streetlight maintenance
- IMSA Level I and II Traffic Signal Electrician Certification
- IMSA Work Zone Safety Certification Program and TEEX Work Zone Traffic Control
- Superintendent for two California Streetlight knockdown projects totaling over \$600K+
- Superintendent for \$2M San Bernardino County Coordinated Traffic Signal Project
- Superintendent for over 40 past and current city, county and state projects
- LED Retrofit Technical Advisor–Washington DC (\$5.5M project)

### **Steven Teal, Southern California Operations Manager**

- IMSA Level I, II & III Certified Technician
- Over 10 years experience in streetlight and traffic signal maintenance
- Responsible for all projects in Southern California
- Street Light maintenance project manager for the City of Ontario, City of Chino and City of Lomita
- Street Light on-call maintenance project manager for the City of Baldwin Park and City of Cerritos

### **Mike Hutchens, Senior Project Manager**

- Over 15 years experience in the streetlight and traffic signal industry
- IMSA Level I, II & III Certified and IMSA Work Zone Safety Certified
- Extensive experience in both the technical and construction-related aspects of the traffic signal and streetlight maintenance industry
- Street Light maintenance project manager for the City of Cypress

**Mark Rangel, Lead High Voltage Streetlight Maintenance Technician**

- Over 10 years experience as a streetlight technician
- IMSA Level I & II Certified Technician and IMSA Work Zone Safety Certified
- Skilled with all aspects of streetlight maintenance and troubleshooting
- Proficient with high voltage series lighting
- Street Light maintenance technician for the City of Ontario & City of Chino

**Son Le, Lead Lighting Technician**

- Over 15 years experience in the traffic signal and lighting industry
- IMSA Level I, II & III Certified Traffic Signal Technician and IMSA Work Zone Safety Certified
- Skilled with all aspects of streetlight maintenance and troubleshooting
- Street Light maintenance Technician for the City of Lomita and City of Cypress
- Street Light on-call maintenance Technician for the City of Baldwin Park & City of Cerritos

**Pete Yanez, Construction Foreman/Crane Operator**

- Over 15 years experience in streetlight and traffic signal repair and construction
- Currently working on the street light knockdown job for the California Department of Transportation

**Larry Pardue, Streetlight and Traffic Signal Technician**

- Over 13 years experience in the traffic signal industry
- IMSA Level I & II Certified and IMSA Work Zone Safety Certified
- Skilled with all aspects of streetlight maintenance and troubleshooting

**Colin Landis, Streetlight and Traffic Signal Construction Groundsman**

- Over 5 years experience in streetlight and traffic signal repair and construction
- Skilled with all aspects of streetlight maintenance and troubleshooting

**Fred Bond, Lead Streetlight and Traffic Signal Technician**

- Over 28 years experience in the streetlight and traffic signal industry
- IMSA Level I, II & III Certified and NEC Certified

**Tim Walker, Streetlight and Traffic Signal Technician**

- Over 7 years experience as a streetlight and traffic signal technician
- IMSA Level I, II & III Certified Technician, IMSA Work Zone Safety Certified and NEC Certified
- Certified in underground locating and marking

**Gerardo Anguiano, Streetlight and Traffic Signal Maintenance Technician**

- IMSA Level I, II & III Certified Technician and IMSA Work Zone Safety Certified
- Skilled with all aspects of streetlight and traffic signal maintenance and troubleshooting
- Bachelor and Associates degree in Applied Science - graduated with honors

**Mike Ortega, Streetlight and Traffic Signal Maintenance Technician**

- Over 5 years experience as a streetlight and traffic signal repair and maintenance technician
- IMSA Level I & II Certified

**Larry Hazuka, Lead Streetlight and Traffic Signal Maintenance Technician**

- Over 15 years experience in streetlight and traffic signal maintenance
- IMSA Level I & II Certified and IMSA Work Zone Safety Certified
- Experienced with hardwire and wireless communications technology

**Lino Darde, Streetlight and Traffic Signal Technician**

- 18 years experience in streetlight and traffic signal maintenance
- IMSA Level I, II & III Certified

**Rigo Gonzales, Streetlight and Traffic Signal Maintenance Technician**

- 25 years experience in streetlight and traffic signal maintenance
- IMSA Level I, II & III Certified, IMSA Work Zone Safety Certified and IMSA Certified Inspector
- NEC Certified
- Experienced with hardwire and wireless communications technology

**Kevin Daxon, Streetlight and Traffic Signal Maintenance Technician**

- Over 6 years experience as a streetlight and traffic signal technician
- IMSA Level I & II Certified Technician and Work Zone Safety Certified
- Skilled with all aspects of traffic signal and streetlight maintenance and troubleshooting

**Streetlight and Traffic Signal Construction Personnel:**

**Henry Graves, Construction Maintenance Superintendent**

- Over 20 years experience in streetlight and traffic signal repair and construction

**Cecil Terry, Streetlight and Traffic Signal Construction Foreman**

- Over 20 years experience in traffic signal repair and construction
- IMSA Work Zone Safety Certified and NEC Certified

**Tony Sanchez- Utility/Construction Lead**

- Over 20 years experience in streetlight and traffic signal repair and construction

**Additional Personnel Available:**

**James Wagner, P.E., Vice President of Engineering**

- Responsible for all engineering services, construction and project management, estimating and quality control at Republic ITS, Inc.
- 15 years experience in professional engineering in both public and private sectors
- Bachelor of Science Degree in Civil Engineering from the University of Idaho
- Registered Civil Engineer in the State of California
- Oversees ongoing maintenance customers for timely completion, keeping within budget constraints, ensuring quality
- Design/build streetlight and traffic signal projects
- Streetlight master plans
- Engineering and construction services for public agencies
- Project management from initial development and estimating through project completion

**Dennis Walther, Vice President of Field Operations**

- Manages a staff of approximately 200 field personnel (superintendents, foremen, journeyman electricians and laborers) in completing over 100 projects per month
- 25 years experience in the traffic signal & streetlight industry
- IMSA Level I & II Certified
- Liaison with City officials and project managers
- Expertise in trouble shooting series streetlights and traffic signals
- Project scheduling, inventory control, purchasing and job costing

**Andrew Poster, P.E., T.E., P.T.O.E., Regional Manager**

- 14 years of Traffic Engineering experience
- IMSA Level I Certified
- Bachelor of Science Degree in Civil Engineering with a minor in Economics from Syracuse University
- Registered California Professional Civil Engineer, Traffic Engineer, Traffic Operations Engineer
- Streetlight and traffic signal design and plan review, streetlight master plans, series conversions, interconnect plans, traffic signal modification and control, traffic signal communications, speed surveys
- Seven years as Traffic Engineer for the City of Daly City, including wide experience in all facets of municipal traffic and streetlight engineering issues

**Kenneth Harris, Southern California Area Manager**

- Over 26 years experience in the streetlight and traffic signal business
- IMSA Level I, II & III Technician, IMSA Work Zone Safety Certified
- IMSA Proctor and IMSA Certified Inspector

**Minh Tran, Streetlight and Traffic Signal Engineering Technician**

- Over 18 years experience in the streetlight and traffic signal maintenance industry
- IMSA Level I, II & III Certified, IMSA Work Zone Safety Certified, IMSA Certified Inspector and NEC Certified
- Certified on Econolite TS-1 & TS-2 NEMA, Type 170 controllers and certified in Iteris ITS Video Detection
- Extremely knowledgeable with all ATMS equipment
- Extensive experience in the installation, diagnosis, and repair of CMS and CCTV

**Michael Henry Gonzales, Laboratory Technician /Supervisor**

- 22 years experience in traffic signal and streetlight maintenance
- IMSA Level I, II & III Certified
- Installed and maintained intelligent traffic systems infrastructure, including traffic signal hardware, communication devices, video systems, computers, and controllers
- Associates in Applied Science, Digital Equipment Technology - 1977
- IBEW trained Journeyman Electrician – 22 years
- 4000+ hrs Electronic Communications and Cryptographic Systems Technicians Schools, U.S. Air Force
- Chief of Communications Maintenance 159<sup>th</sup> Tactical Fighter Group, Louisiana Air National Guard
- Served as Electronic Technician U.S. Air Force

**Paul Martin, Streetlight and Traffic Signal Technician**

- Over 22 years experience in streetlight and traffic signal maintenance, operations and transportation
- Former City of Toledo traffic signal shop supervisor
- IMSA Level I, II, & III Certified and NEC Certified

**Mike Powers, Engineering Technician Supervisor**

- Over 15 years experience in streetlight and traffic signal maintenance
- IMSA Level I, II & III Certified and Work Zone Safety Certified
- Proficient with VMS troubleshooting and repair
- Extensive experience in the installation, diagnosis, and repair of CMS and CCTV
- Experience in video detection, telemetry, communications and all other aspects of traffic signal and streetlight maintenance and troubleshooting
- Installation and wiring battery back up systems and traffic signal controller cabinets
- Proficient with Multifonics 820A & Osam
- Experienced with hardwire and wireless communications technology

**Troy Blakely, IT Specialist**

- Develops and maintains new and existing Republic ITS, Inc. proprietary software for the web, pc and pocket pc that support our business and our clients' needs
- Maintains Republic ITS, Inc.'s network and database hardware and software infrastructure
- Provides technical support to our employees
- Manages all technology resources at Republic ITS, Inc.
- Ensures that Republic ITS, Inc. remains at the forefront of technological innovation

## **SCOPE OF WORK**

Republic ITS will furnish all labor, equipment and tools required to maintain the City of Tempe's Parks and Recreation Division lighting systems. Republic ITS will meet or exceed all minimum requirements for personnel, equipment and vehicles stated in the City of Tempe's request for proposals.

## **MATERIALS**

Republic ITS will ensure that our technicians are equipped with all materials and equipment needed to repair or replace malfunctioning lights in the City of Tempe's Parks and Recreation Division parking lots and properties. Republic ITS will use materials provided by the City of Tempe at the City's request. We will also keep a stock of 250 and 400 watt high pressure sodium lamps, 1000 and 1500 watt metal halide lamps and the associated ballast for each.

## **NOTIFICATION**

Upon receiving a written notice of an area requiring maintenance from the City of Tempe, Republic ITS will promptly provide the City with an estimated start date and start time for the requested work. Republic ITS will endeavor to complete each work request prior to the completion date specified by the City, but if we are unable to do so due to circumstances beyond our control, we will notify the City immediately.

## **EMERGENCY CALLS**

Reports of emergency situations can be initiated by calling 1-800-LIGHTS-ON twenty-four (24) hours a day, seven (7) days a week.

All Republic ITS, Inc. employees are issued cellular telephones with paging, E-mail and voicemail capabilities. All field personnel are issued home fax machines to allow them to directly send and receive documents to the agencies they service.

Republic ITS personnel will respond within one working day of having received notification of an emergency situation.

## **ACCEPTANCE**

Republic ITS will perform all work per the requirements of the City of Tempe.

## **QUALIFICATIONS**

Republic ITS will comply with all applicable licensing requirements set forth by the City of Tempe and the State of Arizona.

## **ELECTRONIC DIAGNOSTIC EQUIPMENT**

Republic ITS technicians will be equipped with all of the equipment needed to diagnose and trouble-shoot any electrical problems they may encounter while working on the City of Tempe's lighting systems.



## **INFORMATION TECHNOLOGY**

Our emphasis on utilizing technology in our maintenance operations has given us a considerable advantage. Our proprietary software which was developed in-house represents the forefront of customer account management and maintenance tracking in our industry. We created a custom web demonstration about our WIRE and PLATO software programs that can be viewed by using the following link: <http://sqlserver.republicits.com:8086/slvideo/>

Republic ITS, Inc. employs a Daily Maintenance Approach vs. Weekly Batch Approach and will be in the area daily. We developed our 1-800-LIGHTS-ON program and operate a twenty-four (24) hours-a-day, seven (7) days a week Call Center to assist our customers. Reports of streetlight problems can be initiated and resolved quickly.

Republic ITS, Inc. recognizes that speed, efficiency, and comprehensive service are the keys to customer satisfaction in our industry. With this in mind, we are constantly seeking innovative ways to improve our service delivery. Republic ITS, Inc. is proud to present a detailed description of PLATO and WIRE (Wireless Republic ITS), our computerized traffic signal maintenance and inventory/bar-coding management system. These two applications represent what we believe to be the forefront of customer account management and maintenance tracking in our industry. Both WIRE and PLATO have been developed to match the daily needs of both Republic ITS, Inc. and our customers:

- PLATO is Republic ITS, Inc.'s primary maintenance tracking and account management application, comprised of a detailed and flexible database system. It handles detailed project management, contractual information, and scheduling of both service requests and scheduled maintenance. It is the information backbone of Republic ITS, Inc. and our investment in providing the best possible service to our customers.
- WIRE is our field access to PLATO, allowing our service crews to access real-time information and scheduling using Microsoft Pocket PC devices. Service response information is transmitted in real-time back to PLATO, allowing monitoring of service status and inventory information.

### **WEB DEMONSTRATION**

We created a custom web demonstration about our WIRE and PLATO software technology that can be viewed by using the following link: <http://sqlserver.republicits.com:8086/slvideo/>

### **PLATO**

PLATO was developed to provide rapid access to service requests, maintenance scheduling, and detailed work histories for intersections. Based on Microsoft's web application framework, PLATO is available to any workstation with access to Republic ITS, Inc.'s intranet. This provides maximum flexibility in Plato's deployment, making it available to any internal computer with a browser.

The information handled by PLATO includes:

- ✓ Service Request Management and Scheduling, including time stamping and dispatching
- ✓ Scheduled Maintenance Management and Scheduling
- ✓ Streetlight Details, including inventories of equipment, maps, etc
- ✓ Detailed Service Descriptions, allowing us to tailor the service rendered in the field to the precise specifications of the City
- ✓ Agency Information Management, including contacts, billing information, etc
- ✓ Contractual Information, including frequencies of scheduled maintenance, contract periods, "Not to Exceed" limits, etc
- ✓ Internal communications, such as pertinent notes, etc
- ✓ Report Generation, including invoices, materials use, etc
- ✓ Inventory control, including real-time tracking of available and installed equipment

Information available to view or download through the Customer Extranet includes:

- ✓ Real-time status of Scheduled Maintenance and Service Request calls
- ✓ Real-time Streetlight Inventories
- ✓ Real-time Equipment Inventories
- ✓ Streetlight maintenance histories, maps, digital photographs
- ✓ Account information, such as contacts and billing

In addition, the information available to the City of Tempe can be custom tailored to requests from the City. Republic ITS, Inc. will work with the City to make sure you get the information you need to successfully meet the needs of your customers.

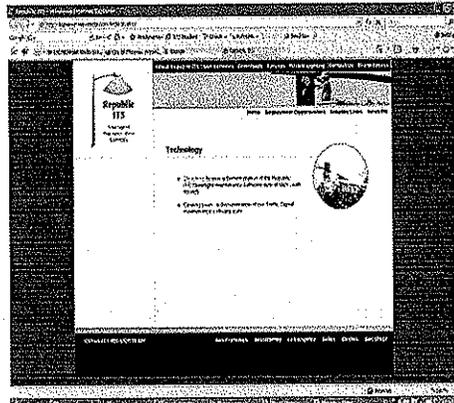
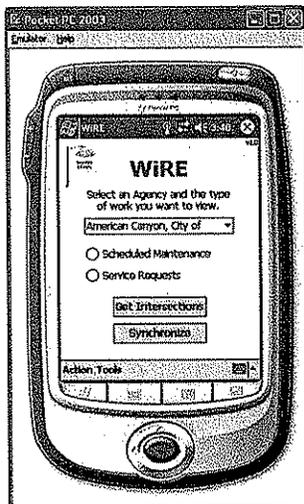
**WiRE**

WiRE allows our technicians in the field access to an array of useful data. Maintenance histories for the streetlight, inventory bar-coding & scanning, digital photographic documentation: all contribute to a quicker, more successful visit from a Republic ITS, Inc. streetlight technician. In addition, our scheduled maintenance activities and responses to service requests are documented on-site utilizing our hand-held devices, as well as documentation noting any other needed repair work. WiRE also functions as a dispatching tool; once a service request is dispatched to a technician, relevant information concerning the nature of the call and the streetlight is immediately available.

**FLEXIBILITY**

The most important aspect of the applications described above is the flexible nature of their use and their future development. Republic ITS, Inc. can work with the City of Tempe to customize the applications to maximize their usefulness and provide the level of service the City of Tempe desires. This flexibility includes types of information collected or viewable, downloading of information, visual representation, means of access, or other conveniences the City wishes.

In summary, we believe that our exclusive PLATO and WiRE software technology will not only increase our productivity and accuracy in the field, but it will also be an incredible source of information for the City of Tempe.



Republic ITS  
Streetlight Maintenance Bill  
Service Area: 812201 - 71 613-2028

2 - Street Light Agency

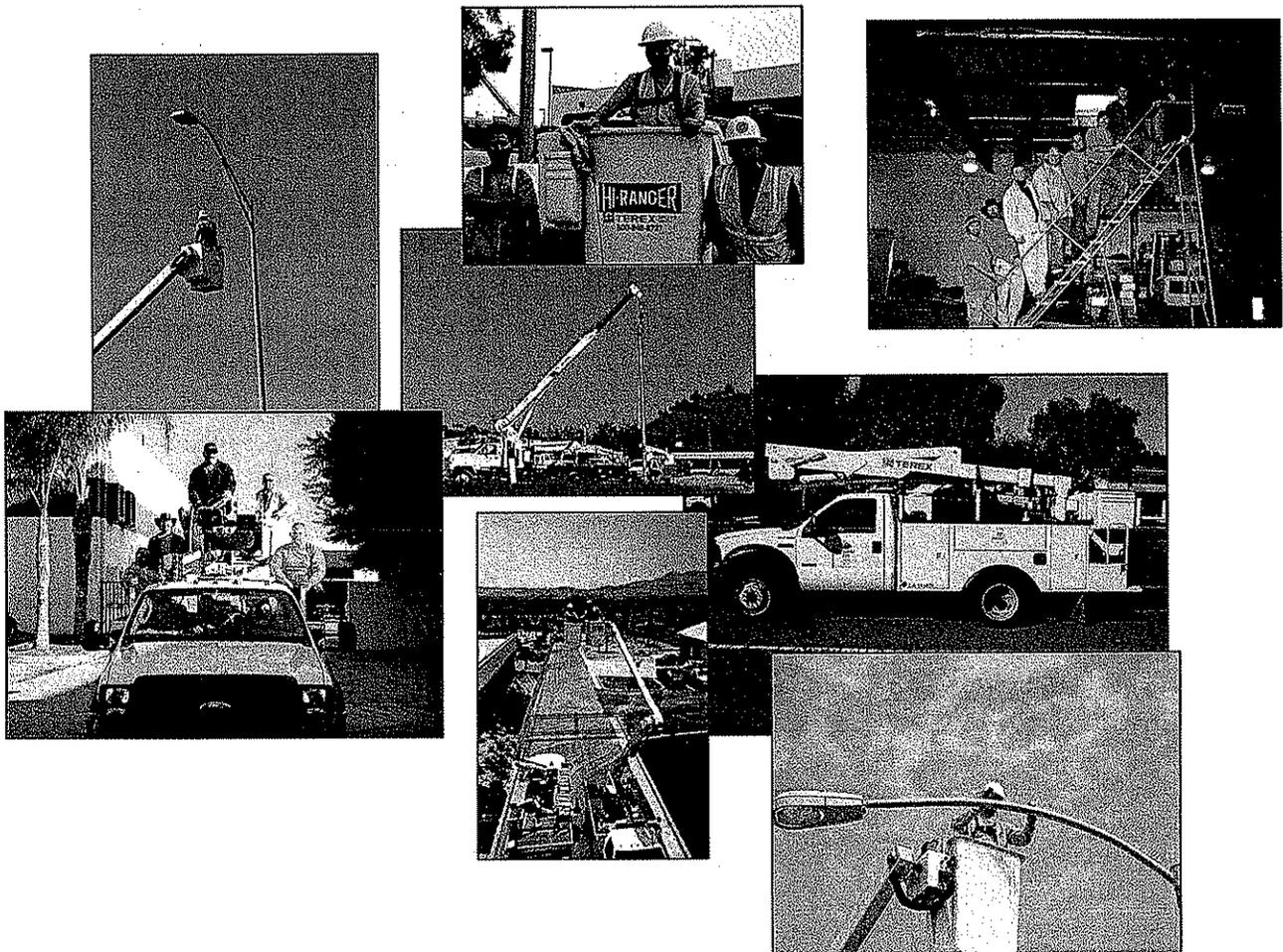
Agency	Agency ID	Agency Name	Agency Type	Agency Address	Agency City	Agency State	Agency Zip	Agency Phone	Agency Fax	Agency Email
American Canyon	812201	American Canyon	City	10000 American Canyon Blvd	American Canyon	CA	94926	707/429-1100	707/429-1101	american@acgov.org
City of Tempe	812202	City of Tempe	City	10000 American Canyon Blvd	Tempe	AZ	85288	480/964-1100	480/964-1101	tempe@tempe.gov
City of Phoenix	812203	City of Phoenix	City	10000 American Canyon Blvd	Phoenix	AZ	85001	602/262-1100	602/262-1101	phoenix@phoenix.gov
City of Scottsdale	812204	City of Scottsdale	City	10000 American Canyon Blvd	Scottsdale	AZ	85251	480/343-1100	480/343-1101	scottsdale@scottsdale.gov
City of Chandler	812205	City of Chandler	City	10000 American Canyon Blvd	Chandler	AZ	85225	480/755-1100	480/755-1101	chandler@chandler.gov
City of Gilbert	812206	City of Gilbert	City	10000 American Canyon Blvd	Gilbert	AZ	85234	480/841-1100	480/841-1101	gilbert@gilbert.gov
City of Mesa	812207	City of Mesa	City	10000 American Canyon Blvd	Mesa	AZ	85201	480/978-1100	480/978-1101	mesa@mesa.gov
City of Peoria	812208	City of Peoria	City	10000 American Canyon Blvd	Peoria	AZ	85131	520/863-1100	520/863-1101	peoria@peoria.gov
City of Surprise	812209	City of Surprise	City	10000 American Canyon Blvd	Surprise	AZ	85073	602/997-1100	602/997-1101	surprise@surprise.gov
City of Yuma	812210	City of Yuma	City	10000 American Canyon Blvd	Yuma	AZ	85309	907/942-1100	907/942-1101	yuma@yuma.gov

Page 1 of 1

## **WHY THE REPUBLIC ITS, INC. TEAM IS THE CITY OF TEMPE'S BEST CHOICE**

Republic ITS, Inc. is the largest traffic signal and streetlight maintenance company in the United States. Republic ITS, Inc. offers the City of Tempe a broad range of services and expertise that no other team can match. In addition, Republic ITS, Inc.'s maintainability, aesthetics, budget implications and product recommendations are based on years of maintenance experience. Our firm strives to be the prominent lighting experts on all matters including helping agencies secure funds, inventory, design, install, operate and maintain their infrastructure. In summary, we believe the Republic ITS, Inc. team is your best choice for the following reasons:

- ✓ Unmatched experience inspecting, maintaining and troubleshooting streetlight systems
- ✓ Proven ability to help agencies take over their own streetlight systems by negotiated procurement from the local utility or through condemnation
- ✓ Daily working knowledge of a wide array of streetlight systems, manufacturer products and customer (both residents and agencies) satisfaction issues
- ✓ Direct experience converting series circuit streetlight systems to parallel circuitry using the design-build method
- ✓ Our unique balance of engineers, electricians and technicians
- ✓ We offer our own independent testing and repair laboratory for complicated components and team with a structural engineering firm to test structural integrity
- ✓ Registered Traffic and Civil Engineers on staff
- ✓ Registered Electrical Engineer with over 30 years of experience on the team
- ✓ Exceptional References and Customer Service
- ✓ WiRE and PLATO Software



## REFERENCES

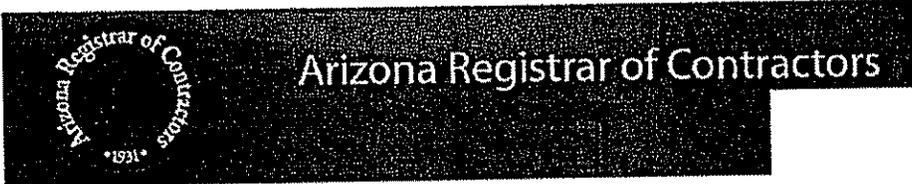
The following information highlights significant projects performed by the Republic affiliated group of companies, including the name of the client, a brief description, and completion date.

Client Project	Description	Project Cost	Completion Date
<b>Sacramento Municipal Utility District (SMUD)</b>  Streetlight Maintenance and Detailed Line Inspection	We maintain the entire streetlight system for SMUD and perform a detailed inspection of SMUD's overhead and underground distribution system. Streetlight Maintenance is performed with normal procedures and includes a 48 hour repair requirement. The Line Inspection project started in January 2007. Tasks include taking digital photos, inspecting and verifying conditions and GPS positions of poles and transformers, attaching missing items such as guy guards, visibility strips and facility numbers. Their goal is to inspect 75 poles per day. Our IT department created a special module in the PDA for this project with various data forms for each type of facility to optimize efficiency, client access and documentation. <i>Contact: Kermit Hellem, Supervisor - Technical Support/GIS, (916) 732-5402 or Bill Carnes, Process Coordinator, (916) 732-6716</i>	\$1.25 Million	On-going
<b>New Haven, Connecticut</b>  Streetlight Maintenance Services	We completed a two-part assignment for the Nexgen electric utility in New Haven, Connecticut. The work involved just over 11,000 streetlights throughout the City. The first part included an inventory of light locations and wattages, using a GIS map of the existing inventory. Our staff noted GPS coordinates on all light locations and confirmed or corrected lamp wattages for each location. The second part of the work included upgrade of HPS fixtures. The work was completed on time and on budget. In 2007, we were awarded the Streetlight Maintenance Services contract which is on-going. Please contact Mr. Sabouh Asadourian, Mechanical Engineer, (203)946-6798, <a href="mailto:sasadourian@newhavenct.net">sasadourian@newhavenct.net</a> .	\$800K	Inventory & Upgrade completed 2004  Streetlight Maintenance Services are on-going
<b>Marin County, California</b>  Streetlight Maintenance and Field Audit of Streetlight System	We are responsible for the ongoing maintenance and inventory management of all streetlights in 14 municipal agencies in the County of Marin, California through one contract. While we respond to streetlight outages, knockdowns and other routine streetlight maintenance on a daily basis, the streetlight inventory database is also maintained through these daily inputs. We created the original electronic inventory database after acquiring and field verifying the local utility's (Pacific Gas & Electric) database. All aspects of the data were verified, including pole number, address, coordinates, pole type and length, arm length, number of fixtures on each pole, manufacturer, fixture type, wattage, voltage and circuit type. This information was then transferred into each agency's GIS database as a separate layer. Updates are routinely sent to each agency so the GIS remains current. Maintenance activities are performed by our in-house electricians who update streetlight inventory and maintenance information directly into the database through their hand held PDA's. Our streetlight maintenance software is accessible by our customers through our website. A demonstration of our system is available through the provided weblink. Contact Mr. Farhad Mansourian, Director of Public Works, (415)499-7580.	\$1.50 Million	On-going since 1991
<b>City of Fremont, California</b>  Streetlight Maintenance and Field Audit of Streetlight System	As part of our ongoing maintenance program which encompasses approximately 17,000 streetlights, a complete field audit was required. Total field verification of the local utility's database was performed. In addition to electronically updating all field data into the streetlight database, the streetlights were plotted on 100 scale maps. We currently maintain the database. Contact Mr. Fred Hebener – Street Light Maintenance Superintendent, (510)979-5719, <a href="mailto:fhebener@ci.freemont.ca.us">fhebener@ci.freemont.ca.us</a>	\$1.80 Million	Ongoing since 1991

Client Project	Description	Project Cost	Completion Date
<p><b>City of Fort Worth, Texas</b></p> <p>Streetlight Maintenance</p>	<p>Combining our skilled streetlight technicians with our innovative technology, Republic ITS was able to effectively increase the City of Ft. Worth's lighting system from approximately 40% to over 98% success rate. This effort includes identifying and repairing circuits, replacing lamp outages, fixing day-burners, and identifying and repairing buried cable and wiring. In addition, the contract includes monthly maintenance, emergency response and repair, and setting and removing poles. Utilizing our software and GPS technology, Republic ITS captured and inventoried lamp locations, generating an online streetlight lamp map with current maintenance activities. <i>Ft Worth Contact: Mr. Mark Mathis, Traffic Engineer, Department of Transportation, (817) 392-7861</i></p>	<p>\$1.2M</p>	<p>Ongoing since 2006</p>
<p><b>Town of Brookline, Massachusetts</b></p> <p>Streetlight Maintenance</p>	<p>We were selected by the Town of Brookline, Massachusetts to manage their Streetlight Maintenance. This project involves 4,000 streetlights and includes monthly maintenance, emergency response and repair, and setting and removing poles. Mr. Fergal O'Regan, Traffic Systems Supervisor, (617)646-2728.</p>	<p>\$264K</p>	<p>2006</p>

**VEHICLE and EQUIPMENT INVENTORY**

YEAR	MAKE	MODEL	TYPE	CLASS	CONDITION
1999	FORD	F550	Bucket	MEDIUM	GOOD
2002	DODGE	PK	Pickup	LIGHT	GOOD
2003	CHEVY	2500 LB	Pick Up	LIGHT	GOOD
2006	CHEVY	Truck	Pickup	LIGHT	EXCELLENT
2000	CHEVY	Dump Truck	Dump Truck	MEDIUM	EXCELLENT
1997	FORD	F450	Flat Bed	MEDIUM	GOOD
1984	International	Dump Truck	Dump Truck	HEAVY	GOOD
2000	CHEVY	Van	Van	LIGHT	GOOD
2000	FORD	F150	Pickup	LIGHT	EXCELLENT
2000	FORD	F150	Pickup	LIGHT	EXCELLENT
2000	FORD	F150	Pickup	LIGHT	EXCELLENT
2001	CHEVY	3500 HD	Flat Bed	MEDIUM	EXCELLENT
1999	FORD	F450	Bucket	MEDIUM	EXCELLENT
1997	FORD	F350	Bucket	MEDIUM	EXCELLENT
2000	FORD	F450	Bucket	MEDIUM	EXCELLENT
2000	FORD	F450	Bucket	MEDIUM	EXCELLENT
2000	FORD	F450	Bucket	MEDIUM	GOOD
2000	FORD	F450	Bucket	MEDIUM	GOOD
2000	FORD	F450	Bucket	MEDIUM	GOOD
2000	FORD	F150	Pickup	LIGHT	GOOD
2000	FORD	F550	Bucket	MEDIUM	GOOD
2002	CHEVY	3500	Flat Bed	MEDIUM	GOOD
1997	CHEVY	3500	Flat Bed	MEDIUM	GOOD
1997	International	Crane	Crane	HEAVY	GOOD
1999	FORD	F450	Bucket	MEDIUM	GOOD
1995	FORD	F800	Bucket/Material Handler	MEDIUM	EXCELLENT
1999	GMC	Sierra	Pickup	LIGHT	EXCELLENT
2005	FORD	F450	Flat Bed	MEDIUM	GOOD
2005	FORD	F450	Flat Bed	MEDIUM	GOOD
2006	FORD	F150	Pickup	LIGHT	GOOD
2004	FORD	F450	Bucket	MEDIUM	GOOD
2007	Carrier	Trailer	Trailer		GOOD



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**Company Name: REPUBLIC I T S INC**

**License Status: CURRENT** **Status Date:**

**Action:**  
**Status Narrative:**

**Address:** 371 BEL MARIN KEYS BLVD  
#200  
NOVATO, CA 94949

**Phone Number:** 415-884-3000

**Former Company Name:**  
**Date of Name Change:**

**License Number:** ROC248288  
**License Class:** A- COMMERCIAL  
GENERAL ENGINEERING

**License Entity:** CORPORATION **Renewed Thru:** 8/31/2010  
**License Issue Date:** 8/19/2008

**Qualifying Party Information: (Last name listed first)**  
WAGNER JAMES ALAN **Position:** EMPLOYEE **Date Qualified:** 8/19/2008

**Principal Information: (Last name listed first)**  
ASCH JEFFREY LYNN, PRES-SEC

**Complaint information:**  
Complaints against this contractor are listed below. Complaints that were cancelled, resolved or settled without a corrective work order or dismissed are not included.

Contact the Registrar of Contractors at 602-542-1525 or toll-free statewide at 1-888-271-9286 to identify the ROC office location you need to visit to view complete complaint documentation

- Open:** 0 This is the number of complaints against this contractor that are currently open except those in which an agency inspection has not occurred or a violation was not found. Upon adjudication some complaints are found to be without merit and are dismissed.
- Closed:**
- Disciplined:** 0 This is the number of complaints against this contractor that resulted in discipline being imposed after an administrative hearing or default because of a violation(s) of state contracting law.
- Resolved/Settled/Withdrawn:** 0 This is the number of complaints closed against this contractor that were resolved or settled by the contractor or withdrawn by the complainant after issuance of a corrective work order or formal citation.
- Denied Access:** 0 This is the number of complaints against this contractor that were closed without corrective work being performed because the contractor was denied access by the complainant.
- Bankruptcy:** 0 This is the number of complaints against this contractor that were closed because the contractor is in bankruptcy.

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**Company Name: REPUBLIC I T S INC**

**License Status:** CURRENT **Status Date:**

**Action:**  
**Status Narrative:**

**Address:** 371 BEL MARIN KEYS BLVD #200  
NOVATO, CA 94949

**Phone Number:** 415-884-3000

**Former Company Name:**  
**Date of Name Change:**

**License Number:** ROC247635  
**License Class:** L-11 COMMERCIAL  
ELECTRICAL

**License Entity:** CORPORATION **Renewed Thru:** 7/31/2010  
**License Issue Date:** 7/26/2008

**Qualifying Party Information: (Last name listed first)**  
ASCH JEFFREY LYNN **Position:** CORPORATE OFFICER **Date Qualified:** 7/26/2008  
**Principal Information: (Last name listed first)**  
NONE

**Complaint Information:**  
Complaints against this contractor are listed below. Complaints that were cancelled, resolved or settled without a corrective work order or dismissed are not included.

Contact the Registrar of Contractors at 602-542-1525 or toll-free statewide at 1-888-271-8286 to identify the ROC office location you need to visit to view complete complaint documentation.

**Open:** 0 This is the number of complaints against this contractor that are currently open except those in which an agency inspection has not occurred or a violation was not found. Upon adjudication some complaints are found to be without merit and are dismissed.

**Closed:**  
**Disciplined:** 0 This is the number of complaints against this contractor that resulted in discipline being imposed after an administrative hearing or default because of a violation(s) of state contracting law.

**Resolved/Settled/Withdrawn:** 0 This is the number of complaints closed against this contractor that were resolved or settled by the contractor or withdrawn by the complainant after issuance of a corrective work order or formal citation.

**Denied Access:** 0 This is the number of complaints against this contractor that were closed without corrective work being performed because the contractor was denied access by the complainant.

**Bankruptcy:** 0 This is the number of complaints against this contractor that were closed because the contractor is in bankruptcy.

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## Vendor's Offer

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

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

Company Name:	<u>Republic ITS, Inc.</u>		
Company Mailing Address:	<u>2609 N. Ogden Rd, Ste. 101</u>		
City:	<u>Mesa</u>	State:	<u>AZ</u>
		Zip:	<u>85215</u>
Contact Person:	<u>Anthony Rojas</u>	Title:	<u>Project Manager</u>
Phone No.:	<u>(480) 807-3500</u>	FAX:	<u>(480) 830-0042</u>
		E-mail:	<u>arojas@republicits.com</u>
<u>Company Tax Information:</u>			
Arizona Transaction Privilege (Sales) Tax No.:	<u>20343049.K</u>		or
Arizona Use Tax No.:	_____		
Federal I.D. No.:	<u><del>68-0276727</del> 800214131</u>		
City & State Where Sales Tax is Paid:	<u>Novato, California</u>		
If a Tempe based firm, provide Tempe Transaction Privilege (Sales) Tax No.:	<u>N/A</u>		

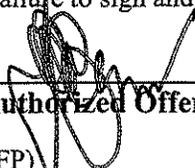
### THIS PROPOSAL IS OFFERED BY

Name of Authorized individual (TYPE OR PRINT IN INK) Jeffrey L. Asch

Title of Authorized Individual (TYPE OF PRINT IN INK) VP, Secretary, Treasurer

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

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

Signature of Authorized Offeror 

Date 5/8/09

Form 201-B (RFP)  
(H/RFP 3-2008)

## Proposal Questionnaire

Bidders shall submit answers to the following questions. Responses will be utilized in determination of contract award. The City of Tempe may consider other information whether or not specifically provided by the bidder in response to this RFP. You may attach pages if necessary to provide complete information.

1. Please provide the address of your facility that will perform work for the City of Tempe.

2609 N. Ogden Rd, Ste. 101  
Mesa, AZ 85215

2. Contact information – name, phone, cell phone and e-mail.

Anthony Rojas, Project Manager  
Office: (480) 807-3560, Cell: (480) 747-7008  
email: arojas@republicits.com

3. Describe your company and its history.

see attached proposal.

4. List vehicle/equipment inventory which are available for this contract.

see attached vehicle/equipment inventory section  
of proposal.

5. List Electrician available to service this contract: (name, license number, qualifications and years of experience).

see attached personnel section of proposal.

6. Do you stock at a minimum the required lamps as noted in the specifications section of this RFP?

Yes  No

7. Do you agree to the Terms and Conditions of this RFP?

Yes  No

8. Please provide three references to which you have supplied similar services.

Company Name

Person

Phone

*See attached reference section of proposal*

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## Proposal Checklist for Submittals

- One signed and complete original of the proposal response, including "Vendor's Proposal Offer" (Form 201-B).
- Seven (7) copies of your submittal
- Proposal Questionnaire has been completed and included.
- Price Information completed and included
- Any addendum(s) have been included

**Pricing**

Item #	Item Description	# of People	Unit Price
<b>I. Service Truck</b>			
	1. 0' to 19' heights	1	\$ 28.00
	2. 20' to 35' heights	1	\$ 33.00
	3. 36' to 55' heights	1	\$ 43.00
	4. 56' to 80' heights	2	\$ 78.00
	5. 81' and higher heights	2	\$ 125.00
<b>II. Digger derrick Truck</b>		<b># of People</b>	
	1. Rate per hour	2	\$ 60.00
<b>III. Lamp Replacement and Cleaning</b>			
<b>1. 0 to 19' heights</b>			
	a. 1 to 3 lamps per pole		\$ 9.50
	b. 4 to 9 lamps per pole		\$ 6.20
	c. 10 to 15 lamps per pole		\$ 5.60
	d. 16 to 20 lamps per pole		\$ 4.50
	e. 21 and over lamps per pole		\$ 6.50
<b>2. 20' to 35' heights</b>			
	a. 1 to 3 lamps per pole		\$ 11.50
	b. 4 to 9 lamps per pole		\$ 7.60
	c. 10 to 15 lamps per pole		\$ 6.80
	d. 16 to 20 lamps per pole		\$ 5.80
	e. 21 and over lamps per pole		\$ 8.30
<b>3. 36' to 55' heights</b>			
	a. 1 to 3 lamps per pole		\$ 14.50
	b. 4 to 9 lamps per pole		\$ 9.50
	c. 10 to 15 lamps per pole		\$ 8.50
	d. 16 to 20 lamps per pole		\$ 7.40
	e. 21 and over lamps per pole		\$ 10.00
<b>4. 56' to 80' heights</b>			
	a. 1 to 3 lamps per pole		\$ 39.00
	b. 4 to 9 lamps per pole		\$ 27.00
	c. 10 to 15 lamps per pole		\$ 20.00
	d. 16 to 20 lamps per pole		\$ 20.00
	e. 21 and over lamps per pole		\$ 23.00
<b>5. 81' and higher heights</b>			
	a. 1 to 3 lamps per pole		\$ 58.00
	b. 4 to 9 lamps per pole		\$ 38.00
	c. 10 to 15 lamps per pole		\$ 30.45
	d. 16 to 20 lamps per pole		\$ 28.71
	e. 21 and over lamps per pole		\$ 32.19

IV. Vendor Supplied Items			
	1. 250 watt HP Sodium Lamp		\$ 11.00
	2. Ballast for Above Lamp		\$ 62.00
	3. 400 Watt HP Sodium Lamp		\$ 11.00
	4. Ballast for above Lamp		\$ 77.00
	5. 1000 Watt Metal Halide Lamp		\$ 25.00
	6. Ballast for Above Lamp		\$ 110.00
	7. 1500 Watt Metal Halide Lamp		\$ 35.00
	8. Ballast for Above Lamp		\$ 140.00
V. Discounts Offered			
	Lamps   Manufacture: <b>Sylvania</b>		67%
	Ballasts   Manufacture: <b>Advance</b>		42%

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

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\* State correct jurisdiction to receive sales tax on the Vendor's Bid Offer, form CS-P201 (B) included in this Invitation for Bid document.

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

Ordering and Invoice Instructions

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

Invoices shall include:

1. Listing Of All Delivery/Pickup Receipt Numbers Being Invoiced.
2. Total Cost Per Item.
3. Applicable Tax.
4. Payment Terms.
5. Blanket Purchase Order Number.

Invoices that do not follow the above minimum invoicing requirements will not be paid. Payment must be applied to only invoices referenced on check/payment stub. The City reserves the right to bill contracted vendor for researching invoices that have been paid, but not properly applied by vendor account receivables office.

Statement mailing address:                      City of Tempe  
Accounting (see below for your contact)  
P.O. Box 5002  
Tempe, Arizona 85280  
Phone: 480-350-8355

Accounting Contacts:	Cecilia Miller	Letters A-E
	Ramona Zapien	Letters F-O
	Penny Brophy	Letters P-Z

**COPY**

### Vendor's Offer

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

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

Company Name: <u>Fluoresco Lighting &amp; Signs</u>		
Company Mailing Address: <u>3000 East Chambers St</u>		
City: <u>Phoenix</u>	State: <u>AZ</u>	Zip: <u>85040</u>
Contact Person: <u>Gary Gryder</u>	Title: <u>Vice President of Lighting Services</u>	
Phone No.: <u>602-276-0600</u>	FAX: <u>602-470-1313</u>	E-mail: <u>ggryder@fluoresco.com</u>
<b>Company Tax Information:</b>		
Arizona Transaction Privilege (Sales) Tax No.: <u>10-031639F</u> or		
Arizona Use Tax No.: <u>10031639</u>		
Federal I.D. No.: <u>86-0193910</u>		
City & State Where Sales Tax is Paid: <u>Tucson</u> , <u>AZ</u>		
If a Tempe based firm, provide Tempe Transaction Privilege (Sales) Tax No.: _____		

### THIS PROPOSAL IS OFFERED BY

Name of Authorized individual (TYPE OR PRINT IN INK) Gary Gryder

Title of Authorized Individual (TYPE OF PRINT IN INK) Vice President of Lighting Services

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

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

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

5/18/09  
\_\_\_\_\_  
Date

Form 201-B (RFP)  
(H/RFP 3-2008)

## Proposal Questionnaire

Bidders shall submit answers to the following questions. Responses will be utilized in determination of contract award. The City of Tempe may consider other information whether or not specifically provided by the bidder in response to this RFP. You may attach pages if necessary to provide complete information.

1. Please provide the address of your facility that will perform work for the City of Tempe.

Fluoresco Lighting & Signs

2435 E Pecan Rd

Phoenix, AZ 85040

2. Contact information -- name, phone, cell phone and e-mail.

Gary Gryder

Office # 602-276-0600 Ext: 8634 Cell# 602-909-3647

ggryder@fluoresco.com

3. Describe your company and its history.

See attached "Company Information" page for a description of our business from our owners.

4. List vehicle/equipment inventory which are available for this contract.

See Attached Vehicle/Equipment Inventory

5. List Electrician available to service this contract: (name, license number, qualifications and years of experience).

Dennis Decker is currently working under Fluoresco's electrical license. Dennis has been a lead electrician with Fluoresco for 7 years and overall has 18-20 years of experience. In addition, Dennis carries a 4 year degree from ITT in electronic communications engineering.

6. Do you stock at a minimum the required lamps as noted in the specifications section of this RFP?

Yes  No

7. Do you agree to the Terms and Conditions of this RFP?

Yes  No

8. Please provide three references to which you have supplied similar services.

Company Name	Person	Phone
City of Tempe	Dave Cash	480-250-5096
Maricopa County FMD	Bruce Evans	602-506-8172
Salt River Project	Jeanette Uriarte	602-236-8461



## Company Information

Fluoresco is a family-owned business

All of us are proud of that. We treat our associates and customers with the same respect and courtesy we offer our family members. Customer service and support was, is and will always be our priority.

Fluoresco was one of the first companies to offer Southern Arizona indoor and outdoor lighting and sign maintenance on a contractual basis.

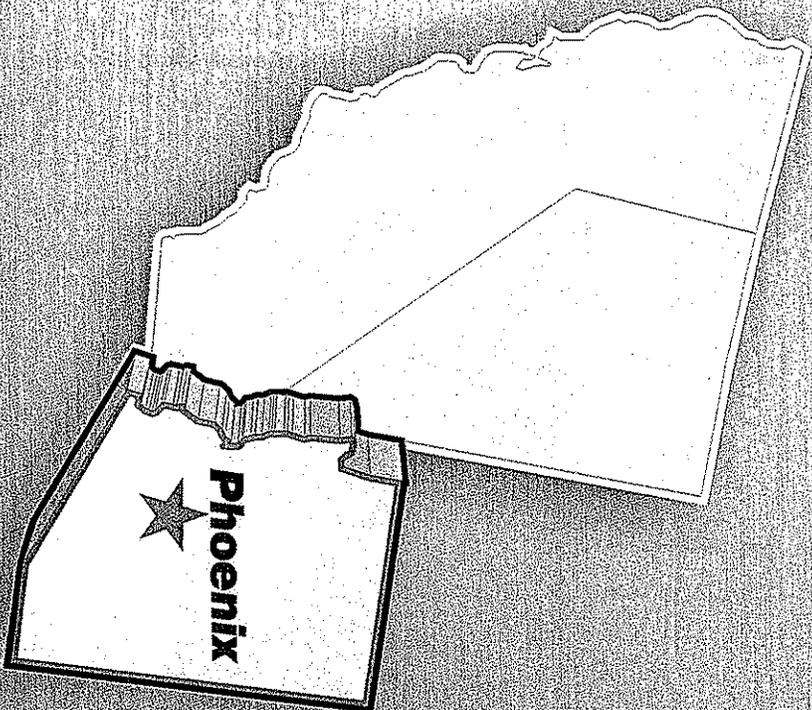
Our parents, Murray and Ray Keilman, founded our company in 1961, and we have enjoyed growth and expansion. Today through 11 offices located throughout Arizona, California, and Nevada and more than 600 contractors nationwide, we serve the United States with the same professionalism that characterized us when we hung our first sign.

Now, four decades strong, we are one of the acknowledged leaders in the industry, offering services that include design support, manufacturing, installation retrofit programs and maintenance of lighting systems and electrical signs.

Our staff of experienced professionals looks forward to a long association with you.

Ladd M. Keilman  
President

Andy Keilman  
Executive Vice President



# FLUORESCO LIGHTING-SIGNS MAINTENANCE, CORP.

## Master Vehicle Listing

As of March 05, 2009

Division & Truck Number	Truck Name	Yr.	Mfg	Model	G V W	In-Service Date	Aerial Equip or Body Style	Crane/Body	Working Height
<b>PHX Installation Department Working Vehicles:</b>									
3	Lani	1998	Freightliner	FL70	26,000	1/13/98	57' Sky Hoist SX Crane	1998	62
24	Gopher	1994	Isuzu	NPR	11,050	4/30/95	14' Stake	1994	n/a
80	Howie	2000	Freightliner	FL70	29,000	4/6/00	60' Sky Hoist SX Crane	2000	65
85	Grumpy	2000	GMC	G-Van	8,000	11/24/00	29' Versalift	2000	34
151	Spencer	1999	Freightliner	FL70	33,000	1/21/04	100' Sky Hoist Crane	1999	100
152	Orlando	2002	GMC	C7500	33,000	1/21/04	70' Sky Hoist RX Crane	2002	75
166	Curly II	1999	Ford	F450	14,000	3/11/05	29' Telex	1999	34
174	Shocker	2005	GMC	Sierra	6000	6/24/05	Pick-up	n/a	n/a
176	Luke	2003	International	4300	35,000	8/8/05	50' Elliott Skywalk Crane	2003	55
178	Fabian	2004	Freightliner	M2	50,000	9/1/05	87' MantexRX Crane	2004	87
<b>Install Department Manager Vehicle:</b>									
198	Moë	2008	Ford	F-250	8,000	10/21/07	Pick-up	n/a	n/a
<b>Permit Department Vehicles:</b>									
	Permits	2002	Nissan	Frontier		Nov-03	Pick-up	n/a	n/a
<b>Purchasing Department Working Vehicles:</b>									
145	Precious III	2004	Chev	C1500	8,000	11/1/03	Pick-up	n/a	n/a
155	Stuart II	1999	Freightliner	FL50	18,000	5/18/04	14' Stake	n/a	n/a
<b>Phoenix Manufacturing Department Working Vehicles:</b>									
106	Ernie	2000	GMC	Sierra	8,000	2/24/02	Pick-up	n/a	n/a
<b>Service Department Working Vehicles:</b>									
2	Big Papa	1998	Freightliner	FL70	33,000	4/10/98	87' Sky Hoist RX Crane	1998	92
12	Schmedley	1998	GMC	C-6500	25,950	8/11/98	60' Wilkie Ladder	1998	60
33	Slammer	1997	Freightliner	FL-50	21,000	12/13/96	36' Elliott ECL Crane	1996	41
68	Sparly	1998	GMC	2500	6,800	7/10/99	Van	n/a	n/a
83	Frog/Flag	2000	International	4700	33,000	7/21/00	55' Elliott ECL Crane	2000	60
109	Volarc	2002	Isuzu	NQR	14,000	11/6/01	Electrical Service Body Van	2002	n/a
118	Abbey	1999	Freightliner	FL50	19,000	6/3/02	16' Box	1999	n/a
147	Lucy	2001	Ford	F450	15,000	11/1/03	29' Versalift	2001	34
153	Vicki	1998	Chev	C6500	26,000	1/21/04	55' Sponco Ladder	1998	55
177	Wallace/Flag	1999	Ford	F450	15,000	6/1/05	29' Telex	1999	34
179	Peter	1999	Ford	F450	15,000	1/15/06	29' Telex	1999	34
182	Jughead/Flag	2001	Ford	F550	18,000	1/25/06	29' Telex	2001	34
184	Chloe	2007	Ford	F550	18,000	10/6/06	38' Terex	2007	43
188	Clyde	2006	Ford	F550	18,000	10/6/06	38' Terex	2006	43
190	Jeckel II	2007	Ford	LCF	17,500	3/25/07	14' Box	1995	n/a
191	"S"	2000	International	4900	33,000	2/28/07	40' Altec TA40	2000	44
192	"R"	2000	International	4900	33,000	2/28/07	40' Altec TA40	2000	44
193	"P"	2000	International	4900	33,000	2/28/07	40' Altec TA40	2000	44

Division & Truck Number	Truck Name	Yr.	Mfg	Model	G V W	In-Service Date	Aerial Equip or Body Style	Crane/Body	Working Height
195	Harmon II	2007	Kenworth	T-300	26,000	8/27/07	60' Wiltke Ladder	2007	60
200	Digger II	2007	International	4300	33,000	8/21/07	Commander 47	2007	42
<b>Service Department Manager Vehicle</b>									
158/Flag	Brutus II	2004	Chev	1500	6,400	5/26/04	Extended Cab	n/a	n/a
181/Phx	Tiny Tim	2002	Chev	2500	6,400	8/1/2003	Quad Cab	n/a	n/a
<b>SUBTOTALS</b>		<b># UNITS</b>		<b>37</b>					

### Pricing

I. Service Truck - indicate the number of persons included in stated rate		# of People	Cost per hour
1.	0 to 19' height	1	\$32.00
2.	20 to 35' height	1	\$39.00
3.	36 to 55' height	1	\$49.00
4.	56 to 80' height	2	\$89.00
5.	81' and higher height	2	\$129.00
II. Digger/Derrick Truck - indicate the number of persons included in stated rate		# of People	Cost per hour
1.	Rate per hour	2	\$169.00
III. Lamp Replacement and Cleaning			
1. 0 to 19' height		Cost per lamp	
a.	1 to 3 lamps per pole	\$10.60	
b.	4 to 9 lamps per pole	\$7.10	
c.	10 to 15 lamps per pole	\$6.40	
d.	16 to 20 lamps per pole	\$5.60	
e.	21 and over lamps per pole	\$7.60	
2. 20 to 35' height		Cost per lamp	
a.	1 to 3 lamps per pole	\$13.00	
b.	4 to 9 lamps per pole	\$8.60	
c.	10 to 15 lamps per pole	\$7.80	
d.	16 to 20 lamps per pole	\$6.80	
e.	21 and over lamps per pole	\$9.28	
3. 36 to 55' height		Cost per lamp	
a.	1 to 3 lamps per pole	\$16.30	
b.	4 to 9 lamps per pole	\$10.80	
c.	10 to 15 lamps per pole	\$9.80	
d.	16 to 20 lamps per pole	\$8.50	
e.	21 and over lamps per pole	\$11.60	
4. 56 to 80' height		Cost per lamp	
a.	1 to 3 lamps per pole	\$44.50	
b.	4 to 9 lamps per pole	\$30.00	
c.	10 to 15 lamps per pole	\$24.00	
d.	16 to 20 lamps per pole	\$23.00	
e.	21 and over lamps per pole	\$26.00	
5. 81' and higher height		Cost per lamp	
a.	1 to 3 lamps per pole	\$64.50	
b.	4 to 9 lamps per pole	\$43.00	
c.	10 to 15 lamps per pole	\$35.00	
d.	16 to 20 lamps per pole	\$33.00	
e.	21 and over lamps per pole	\$37.00	

IV Vendor Supplied Items		Cost
1.	250 watt HP Sodium lamp	\$11.50 each
2.	Ballast for above lamp	\$57.00 each
3.	400 Watt HP Sodium Lamp	\$11.50 each
4.	Ballast for above lamp	\$79.00 each
5.	1000 watt Metal Halide Lamp	\$25.50 each
6.	Ballast for above lamp	\$102.50 each
7.	1500 watt Metal Halide Lamp	\$57.00 each
8.	Ballast for above lamp	\$130.50 each
V Discounts offered		Discount
Item	Manufacturer	
Lamps	GE	70%
Ballasts	Advance	40%
Other		Cost Plus 15%

\* Applicable Tax 8.10 %

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\* State correct jurisdiction to receive sales tax on the Vendor's Bid Offer, form CS-P201 (B) included in this Invitation for Bid document.

Less prompt payments discount terms of 0 % 0 days/ or net thirty (30) days. (To apply after receipt and acceptance of an itemized monthly statement.) For bid evaluation purposes, the City cannot utilize pricing discounts based upon payments being made in less than thirty (30) days from receipt of statement.

Ordering and Invoice Instructions

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Invoices shall include:

1. Listing Of All Delivery/Pickup Receipt Numbers Being Invoiced.
2. Total Cost Per Item.
3. Applicable Tax.
4. Payment Terms.
5. Blanket Purchase Order Number.

Invoices that do not follow the above minimum invoicing requirements will not be paid. Payment must be applied to only invoices referenced on check/payment stub. The City reserves the right to bill contracted vendor for researching invoices that have been paid, but not properly applied by vendor account receivables office.

Statement mailing address:

City of Tempe  
Accounting (see below for your contact)  
P.O. Box 5002  
Tempe, Arizona 85280  
Phone: 480-350-8355

Accounting Contacts:

Cecilia Miller	Letters A-E
Ramona Zapfen	Letters F-O
Penny Brophy	Letters P-Z

## Request for Taxpayer Identification Number and Certification

Give form to the  
 requester. Do not  
 send to the IRS.

Print or type  
 See Specific Instructions on page 2.

Name (as reported on your income tax return) <b>Fluoresco Lighting - Sign Maintenance Corp.</b>	
Business name, if different from above <b>Fluoresco Lighting &amp; Sign, Inc.</b>	
Check appropriate box: <input type="checkbox"/> Individual/ Sole proprietor <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Other ▶ _____ <input type="checkbox"/> Exempt from backup withholding	
Address (number, street, and apt. or suite no.) <b>5505 S Nogales Hwy</b>	Requester's name and address (optional)
City, state, and ZIP code <b>Tucson AZ 85706</b>	
List account number(s) here (optional)	

### Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on Line 1 to avoid backup withholding. For individuals, this is your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.

**Note.** If the account is in more than one name, see the chart on page 4 for guidelines on whose number to enter.

Social security number								
or								
Employer identification number								
8	6	0	1	9	3	9	1	0

### Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me), and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding, and
- I am a U.S. person (including a U.S. resident alien).

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the Certification, but you must provide your correct TIN. (See the instructions on page 4.)

<b>Sign Here</b>	Signature of U.S. person ▶	Date ▶ <b>2/19/09</b>
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### Purpose of Form

A person who is required to file an information return with the IRS, must obtain your correct taxpayer identification number (TIN) to report, for example, income paid to you, real estate transactions, mortgage interest you paid, acquisition or abandonment of secured property, cancellation of debt, or contributions you made to an IRA.

**U.S. person.** Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN to the person requesting it (the requester) and, when applicable, to:

- Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
- Certify that you are not subject to backup withholding, or
- Claim exemption from backup withholding if you are a U.S. exempt payee.

**Note.** If a requester gives you a form other than Form W-9 to request your TIN, you must use the requester's form if it is substantially similar to this Form W-9.

For federal tax purposes you are considered a person if you are:

- an individual who is a citizen or resident of the United States,
- a partnership, corporation, company, or association created or organized in the United States or under the laws of the United States, or

- any estate (other than a foreign estate) or trust. See Regulation section 301.7701-6(a) for additional information.

**Foreign person.** If you are a foreign person, use the appropriate Form W-8 (see Publication 515, Withholding of Tax on Nonresident Aliens and Foreign Entities).

**Nonresident alien who becomes a resident alien.** Generally, only a nonresident alien individual may use the terms of a tax treaty to reduce or eliminate U.S. tax on certain types of income. However, most tax treaties contain a provision known as a "saving clause." Exceptions specified in the saving clause may permit an exemption from tax to continue for certain types of income even after the recipient has otherwise become a U.S. resident alien for tax purposes.

If you are a U.S. resident alien who is relying on an exception contained in the saving clause of a tax treaty to claim an exemption from U.S. tax on certain types of income, you must attach a statement that specifies the following five items:

- The treaty country. Generally, this must be the same treaty under which you claimed exemption from tax as a nonresident alien.
- The treaty article addressing the income.
- The article number (or location) in the tax treaty that contains the saving clause and its exceptions.

4. The type and amount of income that qualifies for the exemption from tax.

5. Sufficient facts to justify the exemption from tax under the terms of the treaty article.

**Example.** Article 20 of the U.S.-China income tax treaty allows an exemption from tax for scholarship income received by a Chinese student temporarily present in the United States. Under U.S. law, this student will become a resident alien for tax purposes if his or her stay in the United States exceeds 5 calendar years. However, paragraph 2 of the first Protocol to the U.S.-China treaty (dated April 30, 1984) allows the provisions of Article 20 to continue to apply even after the Chinese student becomes a resident alien of the United States. A Chinese student who qualifies for this exception (under paragraph 2 of the first protocol) and is relying on this exception to claim an exemption from tax on his or her scholarship or fellowship income would attach to Form W-9 a statement that includes the information described above to support that exemption.

If you are a nonresident alien or a foreign entity not subject to backup withholding, give the requester the appropriate completed Form W-8.

**What is backup withholding?** Persons making certain payments to you must under certain conditions withhold and pay to the IRS 28% of such payments (after December 31, 2002). This is called "backup withholding." Payments that may be subject to backup withholding include interest, dividends, broker and barter exchange transactions, rents, royalties, nonemployee pay, and certain payments from fishing boat operators. Real estate transactions are not subject to backup withholding.

You will not be subject to backup withholding on payments you receive if you give the requester your correct TIN, make the proper certifications, and report all your taxable interest and dividends on your tax return.

**Payments you receive will be subject to backup withholding if:**

1. You do not furnish your TIN to the requester, or
2. You do not certify your TIN when required (see the Part II instructions on page 4 for details), or
3. The IRS tells the requester that you furnished an incorrect TIN, or
4. The IRS tells you that you are subject to backup withholding because you did not report all your interest and dividends on your tax return (for reportable interest and dividends only), or
5. You do not certify to the requester that you are not subject to backup withholding under 4 above (for reportable interest and dividend accounts opened after 1983 only).

Certain payees and payments are exempt from backup withholding. See the instructions below and the separate instructions for the Requester of Form W-9.

## Penalties

**Failure to furnish TIN.** If you fail to furnish your correct TIN to a requester, you are subject to a penalty of \$50 for each such failure unless your failure is due to reasonable cause and not to willful neglect.

**Civil penalty for false information with respect to withholding.** If you make a false statement with no reasonable basis that results in no backup withholding, you are subject to a \$500 penalty.

**Criminal penalty for falsifying information.** Willfully falsifying certifications or affirmations may subject you to criminal penalties including fines and/or imprisonment.

**Misuse of TINs.** If the requester discloses or uses TINs in violation of Federal law, the requester may be subject to civil and criminal penalties.

## Specific Instructions

### Name

If you are an individual, you must generally enter the name shown on your social security card. However, if you have changed your last name, for instance, due to marriage without informing the Social Security Administration of the name change, enter your first name, the last name shown on your social security card, and your new last name.

If the account is in joint names, list first, and then circle, the name of the person or entity whose number you entered in Part I of the form.

**Sole proprietor.** Enter your individual name as shown on your social security card on the "Name" line. You may enter your business, trade, or "doing business as (DBA)" name on the "Business name" line.

**Limited liability company (LLC).** If you are a single-member LLC (including a foreign LLC with a domestic owner) that is disregarded as an entity separate from its owner under Treasury regulations section 301.7701-3, enter the owner's name on the "Name" line. Enter the LLC's name on the "Business name" line. Check the appropriate box for your filing status (sole proprietor, corporation, etc.), then check the box for "Other" and enter "LLC" in the space provided.

**Other entities.** Enter your business name as shown on required Federal tax documents on the "Name" line. This name should match the name shown on the charter or other legal document creating the entity. You may enter any business, trade, or DBA name on the "Business name" line.

**Note.** You are requested to check the appropriate box for your status (individual/sole proprietor, corporation, etc.).

### Exempt From Backup Withholding

If you are exempt, enter your name as described above and check the appropriate box for your status, then check the "Exempt from backup withholding" box in the line following the business name, sign and date the form.

Generally, individuals (including sole proprietors) are not exempt from backup withholding. Corporations are exempt from backup withholding for certain payments, such as interest and dividends.

**Note.** If you are exempt from backup withholding, you should still complete this form to avoid possible erroneous backup withholding.

**Exempt payees.** Backup withholding is not required on any payments made to the following payees:

1. An organization exempt from tax under section 501(a), any IRA, or a custodial account under section 403(b)(7) if the account satisfies the requirements of section 401(f)(2),
2. The United States or any of its agencies or instrumentalities,
3. A state, the District of Columbia, a possession of the United States, or any of their political subdivisions or instrumentalities,
4. A foreign government or any of its political subdivisions, agencies, or instrumentalities, or
5. An international organization or any of its agencies or instrumentalities.

Other payees that may be exempt from backup withholding include:

6. A corporation,

7. A foreign central bank of issue,
8. A dealer in securities or commodities required to register in the United States, the District of Columbia, or a possession of the United States,
9. A futures commission merchant registered with the Commodity Futures Trading Commission,
10. A real estate investment trust,
11. An entity registered at all times during the tax year under the Investment Company Act of 1940,
12. A common trust fund operated by a bank under section 584(a),
13. A financial institution,
14. A middleman known in the investment community as a nominee or custodian, or
15. A trust exempt from tax under section 664 or described in section 4947.

The chart below shows types of payments that may be exempt from backup withholding. The chart applies to the exempt recipients listed above, 1 through 15.

IF the payment is for . . .	THEN the payment is exempt for . . .
Interest and dividend payments	All exempt recipients except for 9
Broker transactions	Exempt recipients 1 through 13. Also, a person registered under the Investment Advisers Act of 1940 who regularly acts as a broker
Barter exchange transactions and patronage dividends	Exempt recipients 1 through 5
Payments over \$600 required to be reported and direct sales over \$5,000 <sup>1</sup>	Generally, exempt recipients 1 through 7 <sup>2</sup>

<sup>1</sup>See Form 1099-MISC, Miscellaneous Income, and its instructions.

<sup>2</sup>However, the following payments made to a corporation (including gross proceeds paid to an attorney under section 6045(f), even if the attorney is a corporation) and reportable on Form 1099-MISC are not exempt from backup withholding: medical and health care payments, attorneys' fees; and payments for services paid by a Federal executive agency.

## Part I. Taxpayer Identification Number (TIN)

**Enter your TIN in the appropriate box.** If you are a resident alien and you do not have and are not eligible to get an SSN, your TIN is your IRS individual taxpayer identification number (ITIN). Enter it in the social security number box. If you do not have an ITIN, see *How to get a TIN* below.

If you are a sole proprietor and you have an EIN, you may enter either your SSN or EIN. However, the IRS prefers that you use your SSN.

If you are a single-owner LLC that is disregarded as an entity separate from its owner (see *Limited liability company (LLC)* on page 2), enter your SSN (or EIN, if you have one). If the LLC is a corporation, partnership, etc., enter the entity's EIN.

**Note.** See the chart on page 4 for further clarification of name and TIN combinations.

**How to get a TIN.** If you do not have a TIN, apply for one immediately. To apply for an SSN, get Form SS-5, Application for a Social Security Card, from your local Social Security Administration office or get this form on-line at [www.socialsecurity.gov/online/ss-5.pdf](http://www.socialsecurity.gov/online/ss-5.pdf). You may also get this form by calling 1-800-772-1213. Use Form W-7, Application for IRS Individual Taxpayer Identification Number, to apply for an ITIN, or Form SS-4, Application for Employer Identification Number, to apply for an EIN. You can apply for an EIN online by accessing the IRS website at [www.irs.gov/businesses/](http://www.irs.gov/businesses/) and clicking on Employer ID Numbers under Related Topics. You can get Forms W-7 and SS-4 from the IRS by visiting [www.irs.gov](http://www.irs.gov) or by calling 1-800-TAX-FORM (1-800-829-3676).

If you are asked to complete Form W-9 but do not have a TIN, write "Applied For" in the space for the TIN, sign and date the form, and give it to the requester. For interest and dividend payments, and certain payments made with respect to readily tradable instruments, generally you will have 60 days to get a TIN and give it to the requester before you are subject to backup withholding on payments. The 60-day rule does not apply to other types of payments. You will be subject to backup withholding on all such payments until you provide your TIN to the requester.

**Note.** Writing "Applied For" means that you have already applied for a TIN or that you intend to apply for one soon.

**Caution:** A disregarded domestic entity that has a foreign owner must use the appropriate Form W-8.

## Part II. Certification

To establish to the withholding agent that you are a U.S. person, or resident alien, sign Form W-9. You may be requested to sign by the withholding agent even if items 1, 4, and 5 below indicate otherwise.

For a joint account, only the person whose TIN is shown in Part I should sign (when required). Exempt recipients, see *Exempt From Backup Withholding* on page 2.

**Signature requirements.** Complete the certification as indicated in 1 through 5 below.

**1. Interest, dividend, and barter exchange accounts opened before 1984 and broker accounts considered active during 1983.** You must give your correct TIN, but you do not have to sign the certification.

**2. Interest, dividend, broker, and barter exchange accounts opened after 1983 and broker accounts considered inactive during 1983.** You must sign the certification or backup withholding will apply. If you are subject to backup withholding and you are merely providing your correct TIN to the requester, you must cross out item 2 in the certification before signing the form.

**3. Real estate transactions.** You must sign the certification. You may cross out item 2 of the certification.

**4. Other payments.** You must give your correct TIN, but you do not have to sign the certification unless you have been notified that you have previously given an incorrect TIN. "Other payments" include payments made in the course of the requester's trade or business for rents, royalties, goods (other than bills for merchandise), medical and health care services (including payments to corporations), payments to a nonemployee for services, payments to certain fishing boat crew members and fishermen, and gross proceeds paid to attorneys (including payments to corporations).

**5. Mortgage interest paid by you, acquisition or abandonment of secured property, cancellation of debt, qualified tuition program payments (under section 529), IRA, Coverdell ESA, Archer MSA or HSA contributions or distributions, and pension distributions.** You must give your correct TIN, but you do not have to sign the certification.

## What Name and Number To Give the Requester

For this type of account:	Give name and SSN of:
1. Individual	The individual
2. Two or more individuals (joint account)	The actual owner of the account or, if combined funds, the first individual on the account <sup>1</sup>
3. Custodian account of a minor (Uniform Gift to Minors Act)	The minor <sup>2</sup>
4. a. The usual revocable savings trust (grantor is also trustee)	The grantor-trustee <sup>1</sup>
b. So-called trust account that is not a legal or valid trust under state law	The actual owner <sup>1</sup>
5. Sole proprietorship or single-owner LLC	The owner <sup>3</sup>
For this type of account:	Give name and EIN of:
6. Sole proprietorship or single-owner LLC	The owner <sup>3</sup>
7. A valid trust, estate, or pension trust	Legal entity <sup>4</sup>
8. Corporate or LLC electing corporate status on Form 8832	The corporation
9. Association, club, religious, charitable, educational, or other tax-exempt organization	The organization
10. Partnership or multi-member LLC	The partnership
11. A broker or registered nominee	The broker or nominee
12. Account with the Department of Agriculture in the name of a public entity (such as a state or local government, school district, or prison) that receives agricultural program payments	The public entity

<sup>1</sup> List first and circle the name of the person whose number you furnish. If only one person on a joint account has an SSN, that person's number must be furnished.

<sup>2</sup> Circle the minor's name and furnish the minor's SSN.

<sup>3</sup> You must show your individual name and you may also enter your business or "DBA" name on the second name line. You may use either your SSN or EIN (if you have one). If you are a sole proprietor, IRS encourages you to use your SSN.

<sup>4</sup> List first and circle the name of the legal trust, estate, or pension trust. (Do not furnish the TIN of the personal representative or trustee unless the legal entity itself is not designated in the account title.)

**Note.** If no name is circled when more than one name is listed, the number will be considered to be that of the first name listed.

## Privacy Act Notice

Section 6109 of the Internal Revenue Code requires you to provide your correct TIN to persons who must file information returns with the IRS to report interest, dividends, and certain other income paid to you, mortgage interest you paid, the acquisition or abandonment of secured property, cancellation of debt, or contributions you made to an IRA, or Archer MSA or HSA. The IRS uses the numbers for identification purposes and to help verify the accuracy of your tax return. The IRS may also provide this information to the Department of Justice for civil and criminal litigation, and to cities, states, and the District of Columbia to carry out their tax laws. We may also disclose this information to other countries under a tax treaty, or to Federal and state agencies to enforce Federal nontax criminal laws and to combat terrorism. The authority to disclose information to combat terrorism expired on December 31, 2003. Legislation is pending that would reinstate this authority.

You must provide your TIN whether or not you are required to file a tax return. Payers must generally withhold 28% of taxable interest, dividend, and certain other payments to a payee who does not give a TIN to a payer. Certain penalties may also apply.

LICENSE EFFECTIVE THROUGH: JUN 2009  
STATE OF ARIZONA  
Registrar of Contractors CERTIFIES THAT



FLUORESCO LIGHTING SIGN MAINTE  
NANCE CORP

CONTRACTORS LICENSE NO. ROC073482 CLASS L-38  
SIGNS

COMMERCIAL ONLY

THIS CARD MUST BE  
PRESENTED UPON DEMAND

*Fidelis V. Garcia*  
DIRECTOR

LICENSE EFFECTIVE THROUGH: SEP 2010  
STATE OF ARIZONA  
Registrar of Contractors CERTIFIES THAT



FLUORESCO LIGHTING SIGN MAINTE  
NANCE CORP

CONTRACTORS LICENSE NO. ROC176241 CLASS A-17  
ELECTRICAL AND TRANSMISSION LI  
NES

COMMERCIAL ONLY

THIS CARD MUST BE  
PRESENTED UPON DEMAND

*Fidelis V. Garcia*  
DIRECTOR

LICENSE EFFECTIVE THROUGH: JUN 2010  
STATE OF ARIZONA  
Registrar of Contractors CERTIFIES THAT



FLUORESCO LIGHTING SIGN MAINTE  
NANCE CORP

CONTRACTORS LICENSE NO. ROC073481 CLASS L-11  
ELECTRICAL

COMMERCIAL ONLY

THIS CARD MUST BE  
PRESENTED UPON DEMAND

*Fidelis V. Garcia*  
DIRECTOR

LICENSE EFFECTIVE THROUGH: MAR 2010  
STATE OF ARIZONA  
Registrar of Contractors CERTIFIES THAT



FLUORESCO LIGHTING SIGN MAINTE  
NANCE CORP

CONTRACTORS LICENSE NO. ROC173754 CLASS AE-  
STREET LIGHTS

COMMERCIAL ONLY

THIS CARD MUST BE  
PRESENTED UPON DEMAND

*Fidelis V. Garcia*  
DIRECTOR