



CITY OF DOVER, NEW HAMPSHIRE

REQUEST FOR PROPOSAL B20048

Wayfinding and Information System

Submit To:

City of Dover

Purchasing/Finance Office

Attn: RFP #B20048- Wayfinding and Information System

288 Central Ave 2nd. Floor

Dover NH 03820

Proposal due Date: March 31, 2020 at 1:30 p.m. EST

copy



7200 Gary Road Manassas VA 20109
Color-Ad's Response – Bid B20048

TABLE OF CONTENTS

BID FORMS

- Addendum Acknowledgment
- Proposal Form
- Pricing Sheet (Addendum 3)
- Bid Bond
- Proposed Project Schedule
- Statement- Committed to Registration
- SEGD Evidence

FIRM'S QUALIFICATION

- Firm's Overview & Team
- Experience with Similar Projects
- References & Recommendation Letters
- Qualification of Subcontractors
- Project Approach for Completing the Work



7200 Gary Road Manassas VA 20109

BID FORMS

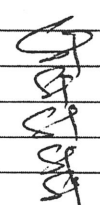
BID FORMS

Addendum Acknowledgment
Proposal Form
Pricing Sheet (from Addendum 3)
Bid Bond
Proposed Project Schedule
Statement to Committed to Registration
SEGD Evidence



7200 Gary Road Manassas VA 20109
Color-Ad's Response – Bid B20048

Addendum's Acknowledgement

Addendum #	Dated	
Addendum # 1	March 05, 2020	
Addendum # 2	March 13, 2020	
Addendum # 3	March 19, 2020	
Addendum # 4	March 23, 2020	
Addendum # 5	March 23, 2020	



CITY OF DOVER

REQUEST FOR BID, PROPOSAL, QUOTATION

Request Type Proposal Number: B20048
Title Wayfinding and Information System
Date March 4, 2020

CONTACT INFORMATION: Proposer must complete the following: By signing this proposal form you are attesting to your awareness and agreement with proposal terms and conditions. I certify that I am authorized to sign this form for the Proposer.

Table with 4 columns: Field Name, Value, FOB Information, and Location. Rows include Official Entity Name (Color-Ad, Inc.), Address (7200 Gary Road), City, State, Zip (Manassas, VA 20109), Email address (skrao@color-ad.com), Date (03/23/2020), Telephone # (703-631-9100), Signature (handwritten), and Title (Sr.VP).

We, the undersigned have declined to submit a proposal for:

- Insufficient time to respond
We do not offer this product or service
Our schedule would not permit us to perform
Unable to meet specifications
Unable to meet bond requirements
Unable to meet insurance requirements
Specifications too stringent (explain below)
Other

NO BID

City Sign System - Project Pricing										
Qty	Type	Description	Qty	Unit Fabrication	Unit Installation	Unit Total	Combined Fabrication	Combined Installation	Combined Total	
1	G1.0	Primary Gateway > arc grid/freestanding	1	\$ 21,760.00	\$ 5,234.00	\$ 26,994.00	\$ 21,760.00	\$ 5,234.00	\$ 26,994.00	
6	G2.0	Secondary Gateway > freestanding	6	\$ 6,699.00	\$ 2,049.00	\$ 8,748.00	\$ 40,194.00	\$ 12,294.00	\$ 52,488.00	
		add/alt. option: breakaway base		\$ 6,965.00	\$ 2,049.00	\$ 9,014.00	\$ -	\$ -	\$ -	
8	D1.0	Primary Directional > freestanding	8	\$ 6,768.00	\$ 2,077.00	\$ 8,845.00	\$ 54,144.00	\$ 16,616.00	\$ 70,760.00	
		add/alt. option: breakaway base		\$ 6,768.00	\$ 2,321.00	\$ 9,089.00	\$ -	\$ -	\$ -	
1	D1-4	Primary Directional > panel only: on existing mast arm post	1	\$ 3,029.00	\$ 850.00	\$ 3,879.00	\$ 3,029.00	\$ 850.00	\$ 3,879.00	
10	D2.0	Secondary Directional > freestanding	10	\$ 6,969.00	\$ 2,098.00	\$ 9,067.00	\$ 69,690.00	\$ 20,980.00	\$ 90,670.00	
11	D3.0	Tertiary Directional > freestanding	11	\$ 6,403.00	\$ 2,001.00	\$ 8,404.00	\$ 70,433.00	\$ 22,011.00	\$ 92,444.00	
1	D3.P	Tertiary Directional > panel only: mounted on existing post TBD	1	\$ 2,246.00	\$ 725.00	\$ 2,971.00	\$ 2,246.00	\$ 725.00	\$ 2,971.00	
4	D4	Parking Directional > panel only	4	\$ 2,571.00	\$ 897.00	\$ 3,468.00	\$ 10,284.00	\$ 3,588.00	\$ 13,872.00	
4	D5	Offsite Directional > panel only	4	\$ 643.00	\$ 224.00	\$ 867.00	\$ 2,572.00	\$ 896.00	\$ 3,468.00	
4	D6.0	Pedestrian Directional > freestanding	4	\$ 9,872.00	\$ 2,520.00	\$ 12,392.00	\$ 39,488.00	\$ 10,080.00	\$ 49,568.00	
3	V1.0	Visitor Information Table: 1), porcelain enamel graphic panels		\$ 14,043.00	\$ 2,813.00	\$ 16,856.00	\$ -	\$ -	\$ -	
		2), high-pressure laminate graphic panels	3	\$ 10,023.00	\$ 2,813.00	\$ 12,836.00	\$ 30,069.00	\$ 8,439.00	\$ 38,508.00	
6	V2.1	Visitor Information Post > single-sided: 1), porcelain enamel panels		\$ 10,545.00	\$ 2,183.00	\$ 12,728.00	\$ -	\$ -	\$ -	
		2), high-pressure laminate	6	\$ 7,423.00	\$ 2,183.00	\$ 9,606.00	\$ 44,538.00	\$ 13,098.00	\$ 57,636.00	
1	V2.2	Visitor Information Post > double-sided: 1), porcelain enamel panels		\$ 16,795.00	\$ 2,691.00	\$ 19,486.00	\$ -	\$ -	\$ -	
		2), high-pressure laminate	1	\$ 10,504.00	\$ 2,691.00	\$ 13,195.00	\$ 10,504.00	\$ 2,691.00	\$ 13,195.00	
3	A2.0	Secondary Park ID > freestanding/single-sided	3	\$ 3,921.00	\$ 1,569.00	\$ 5,490.00	\$ 11,763.00	\$ 4,707.00	\$ 16,470.00	

Project Expenses: general conditions, shop drawings, travel, etc. Included in sign pricing

Related Costs: estimated/plus % projected

Project Total:	63	\$	532,923.00
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Pricing Notes:
 Our price considers HPL for base bid. Forcelain panel pricing is not added to the total to avoid duplication. Break Away Alternate line items not added to the Base bid. All Alternate and or option
 Yellow Highlighted for ease of reference

Deviation/Exceptions - Color-Ad Inc Proposal is based on our proposed Schedule and durations specified for each task (not July 15th, 2020) as attached with our proposal. Though it's our intent and commitment to comply with our proposed schedule included in our proposal, even our proposed schedule is subject to Force Majeure and any all laws of the region/state/National due to COVID-19

Bid Bond

CONTRACTOR:

(Name, legal status and address)

Color-AD, Inc.
7200 Gary Road
Manassas, VA 20109

SURETY:

(Name, legal status and principal place of business)

Fidelity and Deposit Company of Maryland
1299 Zurich Way
Schaumburg, IL 60196

This document has important legal consequences. Consultation with an attorney is encouraged with respect to its completion or modification. Any singular reference to Contractor, Surety, Owner or other party shall be considered plural where applicable.

OWNER:

(Name, legal status and address)

City of Dover
288 Central Avenue
Dover, New Hampshire 03820

BOND AMOUNT:

Ten percent of the total bid amount (10%)

PROJECT:

(Name, location or address, and Project number, if any)

Wayfinding and Information System

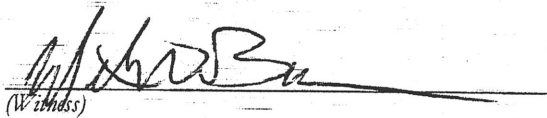
Project Number, if any: B20048

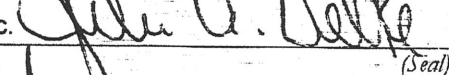
The Contractor and Surety are bound to the Owner in the amount set forth above, for the payment of which the Contractor and Surety bind themselves, their heirs, executors, administrators, successors and assigns, jointly and severally, as provided herein. The conditions of this Bond are such that if the Owner accepts the bid of the Contractor within the time specified in the bid documents, or within such time period as may be agreed to by the Owner and Contractor, and the Contractor either (1) enters into a contract with the Owner in accordance with the terms of such bid, and gives such bond or bonds as may be specified in the bidding or Contract Documents, with a surety admitted in the jurisdiction of the Project and otherwise acceptable to the Owner, for the faithful performance of such Contract and for the prompt payment of labor and material furnished in the prosecution thereof; or (2) pays to the Owner the difference, not to exceed the amount of this Bond, between the amount specified in said bid and such larger amount for which the Owner may in good faith contract with another party to perform the work covered by said bid, then this obligation shall be null and void, otherwise to remain in full force and effect. The Surety hereby waives any notice of an agreement between the Owner and Contractor to extend the time in which the Owner may accept the bid. Waiver of notice by the Surety shall not apply to any extension exceeding sixty (60) days in the aggregate beyond the time for acceptance of bids specified in the bid documents, and the Owner and Contractor shall obtain the Surety's consent for an extension beyond sixty (60) days.

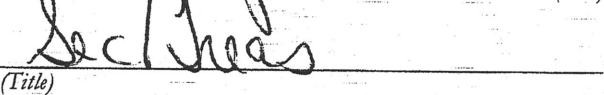
If this Bond is issued in connection with a subcontractor's bid to a Contractor, the term Contractor in this Bond shall be deemed to be Subcontractor and the term Owner shall be deemed to be Contractor.

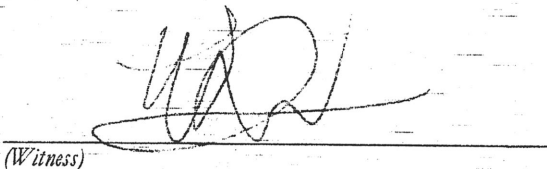
When this Bond has been furnished to comply with a statutory or other legal requirement in the location of the Project, any provision in this Bond conflicting with said statutory or legal requirement shall be deemed deleted herefrom and provisions conforming to such statutory or other legal requirement shall be deemed incorporated herein. When so furnished, the intent is that this Bond shall be construed as a statutory bond and not as a common law bond.

Signed and sealed this 20th day of March, 2020


(Witness)

Color-AD, Inc. 
(Principal) (Seal)


(Title)


(Witness)

Fidelity and Deposit Company of Maryland
(Surety) (Seal)


(Title) Kelly Specht, Attorney-in-Fact



By arrangement with the American Institute of Architects, the National Association of Surety Bond Producers (NASBP) (www.nasbp.org) makes this form document available to its members, affiliates, and associates in Microsoft Word format for use in the regular course of surety business. NASBP vouches that the original text of this document conforms exactly to the text in AIA Document A310-2010, Bid Bond. Subsequent modifications may be made to the original text of this document by users, so careful review of its wording and consultation with an attorney are encouraged before its completion, execution or acceptance.

California All-Purpose Certificate of Acknowledgment

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

State of California

County of Orange

S.S.

On March 20, 2020 before me, Bethany Mercer, Notary Public
Name of Notary Public, Title

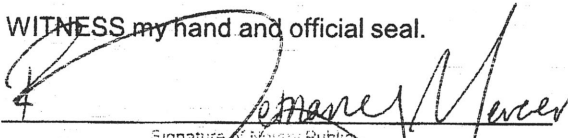
personally appeared Kelly Specht
Name of Signer (1)

N/A
Name of Signer (2)

who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

WITNESS my hand and official seal.


Signature of Notary Public



Seal

OPTIONAL INFORMATION

Although the information in this section is not required by law, it could prevent fraudulent removal and reattachment of this acknowledgment to an unauthorized document and may prove useful to persons relying on the attached document.

Description of Attached Document

The preceding Certificate of Acknowledgment is attached to a document titled/for the purpose of Bid Bond

containing 1 pages, and dated March 20, 2020

The signer(s) capacity or authority is/are as:

- Individual(s)
- Attorney-in-fact
- Corporate Officer(s) _____
Title(s)

- Guardian/Conservator
- Partner - Limited/General
- Trustee(s)
- Other: _____

representing: Fidelity and Deposit Company of Maryland
Name(s) of Person(s) Entity(ies) Signer is Representing

Additional Information
Method of Signer Identification
Proved to me on the basis of satisfactory evidence: <input type="checkbox"/> form(s) of identification <input type="checkbox"/> credible witness(es)
Notarial event is detailed in notary journal on: Page # _____ Entry # _____
Notary contact: _____
Other
<input type="checkbox"/> Additional Signer <input type="checkbox"/> Signer(s) Thumbprints(s)
<input type="checkbox"/> _____

**ZURICH AMERICAN INSURANCE COMPANY
COLONIAL AMERICAN CASUALTY AND SURETY COMPANY
FIDELITY AND DEPOSIT COMPANY OF MARYLAND
POWER OF ATTORNEY**

KNOW ALL MEN BY THESE PRESENTS: That the ZURICH AMERICAN INSURANCE COMPANY, a corporation of the State of New York, the COLONIAL AMERICAN CASUALTY AND SURETY COMPANY, a corporation of the State of Illinois, and the FIDELITY AND DEPOSIT COMPANY OF MARYLAND a corporation of the State of Illinois (herein collectively called the "Companies"), by **ROBERT D. MURRAY, Vice President**, in pursuance of authority granted by Article V, Section 8, of the By-Laws of said Companies, which are set forth on the reverse side hereof and are hereby certified to be in full force and effect on the date hereof, do hereby nominate, constitute, and appoint **Kelly SPECHT, Richard P. FORD, Bethany MERCER and Kandis GREGORY, all of San Clemente, California, EACH** its true and lawful agent and Attorney-in-Fact, to make, execute, seal and deliver, for, and on its behalf as surety, and as its act and deed: **any and all bonds and undertakings**, and the execution of such bonds or undertakings in pursuance of these presents, shall be as binding upon said Companies, as fully and amply, to all intents and purposes, as if they had been duly executed and acknowledged by the regularly elected officers of the ZURICH AMERICAN INSURANCE COMPANY at its office in New York, New York., the regularly elected officers of the COLONIAL AMERICAN CASUALTY AND SURETY COMPANY at its office in Owings Mills, Maryland., and the regularly elected officers of the FIDELITY AND DEPOSIT COMPANY OF MARYLAND at its office in Owings Mills, Maryland., in their own proper persons.

The said Vice President does hereby certify that the extract set forth on the reverse side hereof is a true copy of Article V, Section 8, of the By-Laws of said Companies, and is now in force.

IN WITNESS WHEREOF, the said Vice-President has hereunto subscribed his/her names and affixed the Corporate Seals of the said **ZURICH AMERICAN INSURANCE COMPANY, COLONIAL AMERICAN CASUALTY AND SURETY COMPANY, and FIDELITY AND DEPOSIT COMPANY OF MARYLAND**, this 8th day of July, A.D. 2019.

ATTEST:

**ZURICH AMERICAN INSURANCE COMPANY
COLONIAL AMERICAN CASUALTY AND SURETY COMPANY
FIDELITY AND DEPOSIT COMPANY OF MARYLAND**



By: *Dawn E. Brown*
*Assistant Secretary
Dawn E. Brown*

Robert D. Murray
*Vice President
Robert D. Murray*

State of Maryland
County of Baltimore

On this 8th day of July, A.D. 2019, before the subscriber, a Notary Public of the State of Maryland, duly commissioned and qualified, **ROBERT D. MURRAY, Vice President, and DAWN E. BROWN, Assistant Secretary**, of the Companies, to me personally known to be the individuals and officers described in and who executed the preceding instrument, and acknowledged the execution of same, and being by me duly sworn, deposed and saith, that he/she is the said officer of the Company aforesaid, and that the seals affixed to the preceding instrument are the Corporate Seals of said Companies, and that the said Corporate Seals and the signature as such officer were duly affixed and subscribed to the said instrument by the authority and direction of the said Corporations.

IN TESTIMONY WHEREOF, I have hereunto set my hand and affixed my Official Seal the day and year first above written.

Constance A. Dunn



Constance A. Dunn, Notary Public
My Commission Expires: July 9, 2023

Activity Name	Duration	Start	Finish	Complete	City of Dover Practical Project Schedule for Bid											
					Quarter 2	May 20	Jun 20	Quarter 3	Jul 20	Aug 20	Sep 20	Quarter 4	Oct 20	Nov 20	Dec 20	Quarter 1
1 City of Dover Via Printing Signs	194	3/31/2020	12/18/2020	No												
2 Bid Due	1	3/31/2020	3/31/2020	No												
3 Notice to proceed	3	3/31/2020	4/3/2020	No												
4 Execute Contract	10	4/6/2020	4/17/2020	No												
5 Project Kickoff Meeting	5	4/20/2020	4/24/2020	No												
6 Receipt of Client Input, Files of Design Intent	5	4/6/2020	4/10/2020	No												
7 Receipt of all files, RTP graphics and input	5	4/6/2020	4/10/2020	No												
8 Site Meeting & Prelim Site Survey (as needed)	5	4/20/2020	4/24/2020	No												
9 Design & Development	75	4/13/2020	7/24/2020	No												
10 Develop & Submit - Mock Up Drawings (1 of each)	25	4/13/2020	5/15/2020	No												
11 Submit Print/ material samples	20	4/13/2020	5/8/2020	No												
12 Engineer stamp drawings - As Mock ups need install	5	5/18/2020	5/22/2020	No												
13 Approve - Mock Up Drawings/samples	10	5/18/2020	5/29/2020	No												
14 Submit Message schedule for rest of the signs	40	5/18/2020	7/10/2020	No												
15 Approval on Message schedule	10	7/13/2020	7/24/2020	No												
16 Procurement	20	4/13/2020	5/8/2020	No												
17 Procurement of all other materials for Mock ups	20	4/13/2020	5/8/2020	No												
18 Fabrication of Prototypes	40	5/18/2020	7/10/2020	No												
19 Manufacture of Prototypes Signs	35	5/18/2020	7/3/2020	No												
20 Color-Ad Inc. Summer plant shut down	5	7/6/2020	7/10/2020	No												
21 Installation of Mockups	25	6/15/2020	7/17/2020	No												
22 Call Utilities	5	6/15/2020	6/19/2020	No												
23 Excavate and pour footers	5	6/19/2020	6/19/2020	No												
24 Install Signs	5	7/13/2020	7/17/2020	No												
25 Client approval/ Mockups with comments	5	7/20/2020	7/24/2020	No												
26 Manufacture - All other Project Signs	70	7/27/2020	10/30/2020	No												
27 Install all balance signs	50	10/12/2020	12/18/2020	No												
28 Call Utilities	20	10/12/2020	11/6/2020	No												
29 Excavation and install footers	20	10/12/2020	11/6/2020	No												
30 Installation of Signs	25	11/9/2020	12/11/2020	No												
31 Internal Running Punch List	25	11/9/2020	12/11/2020	No												
32 Site Walk & Sign off	5	12/14/2020	12/18/2020	No												
33																

Activity Name	Duration	Start	Finish	Complete	Quarter 2 Apr 20	May 20	Jun 20	Quarter 3 Jul 20	Aug 20	Sep 20	Quarter 4 Oct 20	Nov 20	Dec 20	Quarter 1 Jan 21
<p>1. Our Proposal is based on our schedule above</p> <p>2. CAI shop is shut down till April 6th and our project management and estimation staff is working remotely and can be reached via e-mail.</p> <p>3. The above schedule is subject to Force Majeure and any all laws of the region/state/National due to COVID-19.</p> <p>4. This schedule is contingent upon all items that are date range for all line items that are marked with an * happen within the date range noted above. Any Changes on those items may cause schedule changes</p> <p>5. Receipt of All Input includes at a minimum the following The electronic files of the design intent files in native format at the kick off meeting All final messages in in-design and or Excel format to prepare message layouts and any</p> <p>6. Item marked with *** needs at a minimum the following</p> <p>7. Availability of site for production of the shop drawings</p> <p>8. Availability of Site for obtaining final dimensions final production</p>														

Activity: Resource Names & Values: Subproject: Phase: Finish: Start:

Cum. Original Profile
 Cum. Act-Run Profile
 Cum. Remaining Profile
 Non-Cum. Original Profile
 Non-Cum. Actual Profile

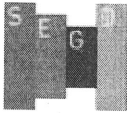
Filtered by <All Objects> and Sorted by <None>



7200 Gary Road Manassas VA 20109
Color-Ad's Response – Bid B20048

COMMITMENT TO GET REGISTRATION - STATEMENT

Color-Ad, Inc is committed to register to obtain certificate of authority from the secretary of the state to conduct business in the state of NH if awarded the contract, as per Addendum #2.



Society for Experiential Graphic Design
A multidisciplinary community creating
experiences that connect people to place

1900 L Street NW, Suite 710
Washington, DC 20036
Tel 202.638.5555
www.segd.org

S.K. Rao
Senior Vice President
Color-Ad, Inc.
Signs and Exhibits
7200 Gary Road, Manassas, VA 20109

December 12, 2019

Dear S.K.

On behalf of SEG D thank you for being a foundational partner of our association. Your 20+ years of support of the design community has greatly impacted the field of experiential graphic design and we appreciate being your partner! We are thankful for your contributions as a SEG D Industry Partner which has provided SEG D the resources to continue bringing the best and brightest speakers and educational programs.

I look forward to working with you again in the new decade.

Sincerely,

A handwritten signature in black ink that reads "Kathleen Turner". The signature is written in a cursive style and is positioned above the printed name.

Kathleen Turner
Director of Business Development
SEG D
1900 L Street Suite 710
Washington, DC 20036

Questions? Contact Kathleen@segd.org or call 703.657.9171



7200 Gary Road Manassas VA 20109

Firm's Qualifications

Firm's Overview & Proposed Team
Experience with Similar Projects
References & Recommendations
Statement – Subcontractors
Project Approach for Completing Work

Leaders in
**WAYFINDING
SIGNAGE
AND INTERPRETIVE
EXHIBITS**



OUR HISTORY



WHO WE ARE

Color-Ad was founded in 1962 by David C. Velke and Incorporated in the state of Virginia in 1965. In the 55 years Since our inception, our company has grown to employ over 50 full time craftsmen, project managers, and front office personnel. We've expanded our original facilities to a total combined 56,675 square feet of production and office space tailored specifically for the design, management, and production of large and complex sign and exhibit projects.

In 1996, Mr. Velke passed the management torch on to the second generation and in 2010, the third generation started their careers in the family business. We have developed a special atmosphere here at Color-Ad where we don't consider ourselves a family business because of the number of relatives we employ but rather because our average employee has been with us for over ten years. We've cultivated a unique tight-knit, reliable family atmosphere that drives our desire to see each other and the company succeed.

WHAT WE DO

We are a full service turnkey signage general contracting operation producing a wide range of visual communication products to an even wider range of end users and industries.

We have been producing architectural graphics and signage, themed and branded spaces, identifying signage and sign programs, and wayfinding systems for a wide variety of public and private entities for over 50 years. We hold memberships with respected industry associations such as the Society for Experiential Graphic Design, the Virginia Sign Association, and the International Sign Association.

“

Our total combined 56,675 square foot, modern, state of the art facilities have been created specifically for the design, management and production of large and complex sign and exhibit projects.

”



“They are a great company in their personal relations; never demanding, always professional, and always cooperative.” - Dr. J Scott Harmon, Director, US Naval Academy Museum

COMPANY OVERVIEW

Since 1962, Color-Ad has evolved and grown into the unique company that it is today. Color-Ad has established itself as a rare bridge between two inherently similar yet distinctly different industries: Signs and Exhibits. The combination of our diverse background and the products and services we provide enables us to support each client with the technical knowledge and practical application experience that is unrivaled by any sign or exhibit company alone.

We are a full service turnkey operation producing a wide range of visual communication products to an even wider range of end users and industries. We provide solutions to our client's needs in wayfinding signs, corporate identity signage, custom architectural signage, environmental signage and graphics both non illuminated and illuminated for exterior & interior signage projects.

Color-Ad's product range also includes CNC cut letters, screen printing, digital graphics, 3D routing, ADA signs, vinyl graphics, lamination, interpretive museum exhibits, display cases, specialized cabinetry and exhibit structures, and nationwide turnkey installation of all our fabricated projects.

Color-Ad, as a full service sign and exhibit company, has the capability with minimal outside contracting, to produce custom projects from the initial concept through fabrication and installation. Throughout our history we have acquired a broad base of experience, successfully producing and maintaining visual communication products of all types. This experience comprises client contact and consultation, administrative functions, design and engineering processes, fabrication by a wide variety of manufacturing techniques, and the utilization of the full spectrum of available materials, encompassing both the traditional and the state of the art.

FACILITIES

Serving clients nationwide, our corporate offices and primary manufacturing facility is strategically located just off Interstate 66 in Manassas, Virginia. Our secondary manufacturing facility is located just across the street from our main facility.

Our total combined 56,675 square foot, modern, state of the art facilities have been created specifically for the design, management, and production of large scale sign and exhibit projects.

Our commitment to continually provide quality products and innovative solutions in a timely manner is the driving force behind any capital investment that we make. We have amassed an array of the finest tools, machinery, and equipment available today. By integrating cutting edge technology throughout our core business process we are equipped to handle any project from concept to completion.

We take pride in managing and maintaining our plants in accordance with local and federal health and safety govern (VOSH and OSHA Standards) and environmental compliance.

We strongly believe that we have created an environment and provided the tools that inspire our artisans, craftsmen, technicians, leadership and the entire staff to enthusiastically perform their duties and ensure Customer Delight.

We specialize in the management, fabrication, and installation of a wide array of visual communication products for interior and exterior projects, including:

Vehicular and pedestrian directional signage, corporate building identity signage, custom architectural signage, environmental signage and graphics, ADA signage and tactile graphics, illuminated and non-illuminated monumental gateway signage, digital and electronic signage and directories, dimensional lettering and visuals, wallpaper and window graphics, and pylon signage structures.



OUR PERSONNEL

Color-Ad has the personnel, equipment, experience, ability, and professional work ethic required for the successful completion of this signage project. Over the years we have grown to be one of the nation's leading signage/graphics/wayfinding companies and our shop has expanded as well. We have purchased an additional facility to further enhance our production capacity. Founded on the belief that the real essence of a successful enterprise is not how large of a facility you have, or how state of the art your equipment is, it's the people who are the company. Color-Ad, Inc. is proud of having assembled a talented group of experienced and enthusiastic people who deliver complete satisfaction to our customers.

Given the requirements and scope of work, Color-Ad has more than the adequate resources needed to perform the work required of this project. We are completely confident in our ability to meet all project specifications, on time and within budget. We have 54 years worth of experience and the capabilities of nearly any size company in the sign manufacturing business.

color·ad
SIGNS AND EXHIBITS

OUR INFRASTRUCTURE

PLANT AND EQUIPMENT



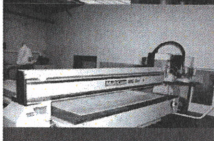
ART

Apple iMac Workstation
 (4) Apple Mac Pro Workstations
 (8) PC Workstations
 Dell PowerEdge Production Server
 (5) Full Color Flatbed Scanners
 (2) 11" x 17" Full Color Flatbed Scanners
 w/transparency adapters



CAD ENGINEERING - SOFTWARE

Design and Detailing Workstation
 AutoCad 2015



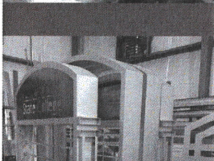
CNC

(2) PC Workstations
 (3) Multicam CNC Router Tables
 w/Tool Changers



WELDING & METAL FABRICATION

Miller Model 250 Wire Feed Welder
 Miller 225 Amp Arc Welder
 Ruoff Metal Notcher
 Thermal Plasma Cutter
 Horizontal Power Band Saw
 Stud Welding Gun



SHEET METAL FABRICATION

Chicago 10' Sheet Metal Break
 Chicago 8' Sheet Metal Break
 Tennsmith 52" Finger Break
 Acme 36" Foot Shear
 Person 10' x 10 Gauge Power Metal Shear
 Comet Bend-Wiz Vertical Press Break
 Model 10-A
 Comet Roll-Wiz Roll Former Model 13-B
 Cole-Tuve Angle/Bar/Tube Roller
 Big Red Staple Machine



DISPLAY / WOOD WORKSHOP

DeWalt 14" Radial Arm Saw
 20" Powermatic Band Saw
 Rockwell 13 1/2" Throat Band Saw
 (4) Heavy Duty Drill Presses
 Powermatic Model 100 Planer
 22" Powermatic 201HH Planer
 Powermatic Model 60 Joiner
 8" Powermatic Long Bed Joiner
 SCMI 36" Wide Belt Sander
 Do-All Model 4207 Sanders
 Buffing Stand



EXHIBIT FABRICATION

(10) PC Workstations
 Altendorf F-45 Panel Saw
 10" Hendrick Production Panel Saw
 Powermatic 10" Table Saw
 (2) Delta 10" Table Saws



FINISHING / SPRAY PAINTING

Booth I size - 220 Sq.ft.
 Booth II size - 288 Sq.ft.
 Binks 14' x 20' Paint Booth with Heater & Air Dryer
 High Volume Air Compressor
 Professional Spray Guns including HVLP & Polymix
 4' x 8' Light Wall for Transparent Spraying



DIGITAL GRAPHICS - SOFTWARE

Gerber Omega Graphic Design
 and Production Software
 Onyx Production House X10
 Enroute 3.3
 Corel Draw X6
 Adobe Creative Suite 6 Design Premium
 Quark Express
 Microsoft Office Suite



DIGITAL GRAPHICS - HARDWARE

(2) Mutoh ValueJet 1614 64" Solvent Printer
 Graphtec 54" Color Plotter/Printer
 Graphtec 60" Vinyl Cutter
 (2) Gerber Odyssey 50" Plotter/Cutter
 Seal Image 62 Plus Laminator
 Seal 62 Base Laminator



ASSEMBLY

FLEET

Ford F650 65' Crane Truck w/Bucket
 Chevrolet 4500 42' Bucket Truck
 Dodge Grand Caravan
 Chrysler Town & Country Minivan
 Ford E350 Box Truck
 (2) Chevy 3500 Express 14' Box Vans
 GMC Savana 2500 Cargo Van
 Chevrolet 2500 Express Cargo Van
 Chevrolet Silverado Stake Body Truck
 Chevrolet Pickup Truck



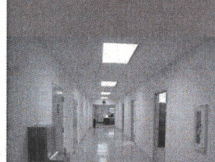
ON SITE INSTALLATION

Color-Ad installation teams bring all necessary hand tools, battery operated tools, generators, etc., necessary to complete each individual installation. Cleaning tools, such as brooms, mops and (2) Electrolux Sanitaire vacuum cleaners are on our supply list for proper site clean up upon completion of the project.



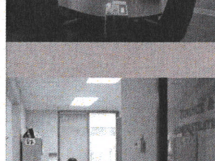
PROJECT ADMINISTRATION AND COST ENGINEERING

(35) PC Workstations
 Apple Mac Pro Workstation
 Buffalo TeraStation Production Server
 Konica Minolta BizHub C250 11" x 17" Color Laser Copier/Printer/Scanner/Fax
 Hewlett Packard 5500hdn 11" x 17" Color Laser Printer
 Hewlett Packard LaserJet CP5525 Color Laser Printer
 Microsoft Office Business Suite
 Microsoft Projects
 Turbo Express



ADMINISTRATION

Great Plains Dynamics Accounting Software
 (4) PC workstations
 Dell PowerEdge Production Server
 (3) HP LaserJet Printers
 Konica Minolta Digital Copier
 Brother Intellifax 2820 Fax Machine
 GBC Shredmaster 5570M



OUR PRODUCTS

SERVICES AND MANUFACTURING CAPABILITIES

SERVICES

Wayfinding Signage & Exhibit General Contracting and Project Management
Design and Detailing
Site Surveys and Evaluation
Project Administration and Cost Engineering (PACE)
Value Engineering and Consulting
Engineering and Prototyping

PARTIAL PRODUCT LISTING

Graphic Production
Case Fabrication
Glass Cases
Acrylic Fabrication
Interior ADA Signage
Interactive Media System
3D Topographical Maps
Custom Wayfinding Signage
Custom Architectural Signage
Environmental Graphics
Exhibit Fabrication
Audio-Visual Systems
Modular Interior Signage
Traffic and Regulatory Signage
Aluminum Fabrication
Channel letter Fabrication
Illuminated light Boxes
Custom Pole and Pole skirts
Illuminated and Non Illuminated Kiosks
Backlit Awnings
Illuminated and Non illuminated Directories
LED / LCD Signage

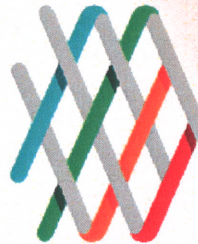
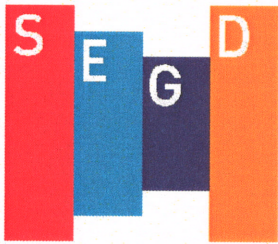
MANUFACTURING CAPABILITIES

Structural & Ornamental Metalwork
Custom Milwork and Cabinetwork
Scenic Fabrication
Dioramas and Historic Reproductions
Artificial Mount Fabrication
Metal Fabrication
Mig & Tig Welding
CNC Cutting and Machining
Finishing, Paint, Stain and Powder Coating
Digital Printing, Vinyl Cutting and Direct Printing
Mounting & Lamination
Sandblasting
Frisket Graphics & More...

color·ad
SIGNS AND EXHIBITS

MEMBERSHIPS AND ASSOCIATIONS

Color-Ad, Inc., a Woman Owned Business Enterprise, is pleased and proud to be associated with organizations that are dedicated to help stretch the limits of our performance, ability, knowledge, and success.



**American
Alliance of
Museums**



**VIRGINIA
ASSOCIATION
of MUSEUMS**

color·ad
SIGNS AND EXHIBITS

THINK GREEN

DOING SMALL THINGS TO MAKE A BIG DIFFERENCE IN THE WORLD

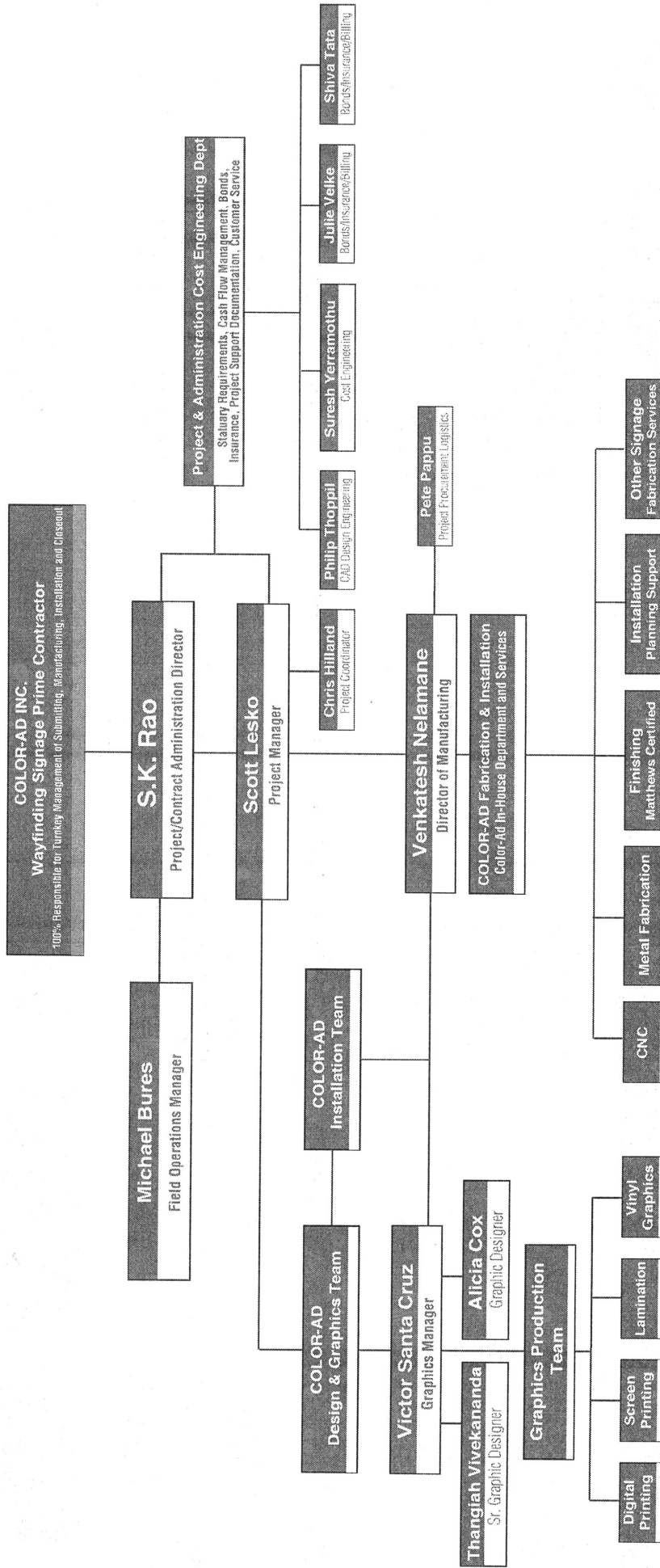
Color-Ad has always supported environmental issues and we are excited to see this become a mainstream trend. Our own "Green Initiative" is built around the "Waste Reduction Hierarchy," which encourages source reduction first, then reuse, recycling and lastly, disposal. By practicing these steps in order, we can reduce consumption and waste, help the environment, and keep costs down, enabling us to provide the best cost/value ratio to all our clients.

BIDDER'S QUALIFICATION

Company Organization Chart & Resumes

Company ORG chart
Signage Key Personnel Resumes

Color-Ad Inc. Project Organizational Chart - City of Dover Wayfinding Signage



color-ad
SIGNS AND EXHIBITS



Project Management Team



**SK
RAO**
Project Director

PROJECT ROLE

As Project Director, Mr. Rao is responsible for overseeing overall project organization of the contract to ensure Contract Compliance, Customer Enthusiasm, Team formulation, Resource Management, Schedule Formulation, Cash Flow Management, Problem Solving, Team performance, Time Management, Crisis Management to ensure achievement of Project Goals.

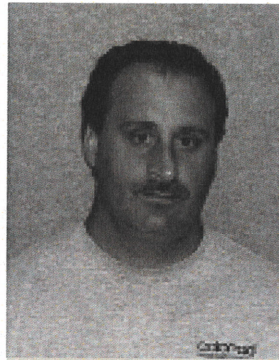
Mr. Rao will be the liaison between Color-Ad management and the client to ensure business between the two parties is running smoothly. Mr. Rao will monitor the performance of the contract and will oversee the accuracy of all deliveries throughout the duration of the contract.

TECHNICAL EXPERIENCE

With over 25 years of industry experience, Mr. Rao has helped in implementation and management of various signage and visual implementation projects nationally and internationally similar in scope and complexity to this project. A few of his special qualifications include: Expertise in Cost Engineering, Expertise in Business Process Engineering Leadership initiatives for TQM (Total Quality Management), Headed Organizations and helped obtain ISO 9002 certification, Member of Society of Environmental Graphic Designers (www.segd.org).

EXPERIENCE ON SIMILAR SIGNAGE PROJECTS

- UK Patient Care Facility Wayfinding
- Maynard Jackson International Airport, Wayfinding Signage
- UTSA Campus Wayfinding
- Denver International Airport Signage
- Farmindgale State College Wayfinding



**MIKE
BURES**
**Production/Installation
Supervisor**

PROJECT ROLE

As Production/Installation Supervisor he is responsible for directing overall production and installation operations.

Mr. Bures will supervise all phases of production, including periodic quality control checks. Mr. Bures, with his technical competence in sign/cost engineering, expertise in manufacturing processes, Field Operations, will be an integral support to budget control and production teams. He is also responsible to provide technical support and design assistance to the Project Managers regarding electrical components.

TECHNICAL EXPERIENCE

Mr. Bures has been with Color-Ad since 1982 and is also a principal of Color-Ad. He also specializes in electrical applications. He has participated in all aspects of the production and installation of all of our wayfinding and signage projects across the nation.

Mr. Bures has the following certifications: Signs UL 48 Electric Signs Requirements, February 2013. DOT Commercial Driver Certified, Basic Operator Training Certificate, Basic Lift Truck Operator, McCall Handling Co. Compliance Training for the EPA Surface Coating Rule, ISA 2011. Certified Heartsaver First Aid, American Heart Association

EXPERIENCE ON SIMILAR SIGNAGE PROJECTS

- City of Gulf Shores Wayfinding Signage
- City of Richmond Wayfinding Signage
- UTSA Campus Wayfinding
- City of Fredericksburg, Signage Project
- Farmindgale State College Wayfinding



**SCOTT
LESKO**
Project Manager

PROJECT ROLE

As Project Manager, Mr. Lesko is responsible for managing day-to-day aspects of project and assists the Project Director.

TECHNICAL EXPERIENCE

Mr. Lesko is one of the most dynamic, competent and seasoned Project Managers of Color-Ad's team with over 16 years of industry experience and has successfully implemented numerous exterior wayfinding projects.

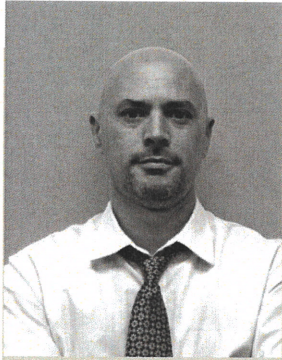
Scott has specialized hands on experience in manufacturing, quality control, project tracking, strong leadership, easy to work with, and his core strength lies in dealing with multiple entities internally and externally to attain a seamless coordination and overall success of the project.

Scott is very technically inclined and has a commendable IT skill set, which helps in using project monitoring and tracking systems such as Turbo Express or Microsoft Project. He also operates Vectorworks Design Station, Hewlett Packard and Gerber systems as well as all new computer equipment. Designs graphic layouts for sign and exhibit packages and programs CAD systems and Multicam Automated cutting machine. These multiple skills enable him to be the best fit for handling this signature project.

EXPERIENCE ON SIMILAR SIGNAGE PROJECTS

- City of Martinsville Wayfinding Signage
- Town of Hillsborough, Wayfinding Signage
- City of Richmond, Wayfinding Signage
- City of Clayton, Wayfinding Signage project
- Farmingdale State College, Wayfinding Signage

Graphics Department



**VICTOR
SANTACRUZ**
Graphic Manager

RELEVANT WORK EXPERIENCE

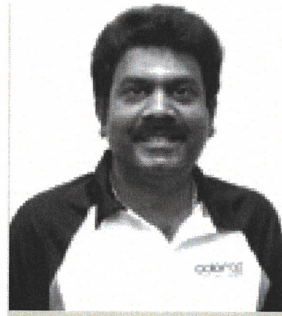
Victor has 13 years of experience in graphic design for exhibits. He spent four years as a graphic designer at Composition Systems and then served as the graphics manager at D&P for one year before joining our team in 2006.

Victor's experience includes but is not limited to: preparing graphic files for production, coordinating with graphic subcontractors to produce HPL graphics, fabric banners, etched bronze tactile and direct printing graphics for Calumet Visitor Center at Keweenaw; preparing graphic files for production including hi-res scans, researching and procuring graphic sources for production, creating original artwork for maps, and coordinating with graphic vendors to produce HPL and banner graphics for Santa Monica Mountains Visitor Center.

PROPOSED DUTIES

As Graphic Artist, Mr. Santacruz works very closely with Graphics Shop Supervisor, Project Manager, Graphic Output Production Specialist and Graphic Specialists coordinating specialized job details.

Mr. Santacruz is responsible for design, creation and modification of exhibit panel layouts in both Mac and PC platforms. He performs high-resolution scans and color correction of images, and edits text. He prepares graphic files for output, operates large format printers and monitors quality control of all graphics and prepares graphics close out packages. Mr. Santacruz is proficient in InDesign, Photoshop, Illustrator and Quark.



**THANGIAH
VIVEKANANDA**
Sr. Visual Graphic Designer

RELEVANT WORK EXPERIENCE

Thangiah has over 20 years of experience in the Global Visual Communication Industry and is employed with Color-Ad for over 9 years

Thangiah's experience includes-Visualization in Graphic Design, Design Development Design Assist Programs, Organizational Marketing & Presentation, Trade Shows, Core Wayfinding, Model Making, Artifact Mount Making, Developing Message Schedule for Large Volume Turnkey Projects

PROPOSED DUTIES

As Sr. Visual Graphic Designer, Mr. Thangiah works very closely with Graphics Shop Supervisor, Project Manager, Graphic Output Production Specialist and Graphic Specialists coordinating specialized job details.

Mr. Thangiah Expertise with all Modern Graphic Software, Photoshop, InDesign, Illustrator and Coral Draw, Final Cut Express and Operation of Digital Printing Equipment, Presentation Software.

Mr. Thangiah will be responsible for Design Development of Code Compliant Signage and Design Development Phases to take Current concept of Gattton Building Project to Design for Manufacture Stage.

PARTIAL PROJECT EXPERIENCE

UK Patient Care Facility Wayfinding
UAH Student Union Signage and Branding
UTSA Campus Wayfinding
UVA John P. Jones Arena Signage
Farmindgale State College Wayfinding
WayfindingHartfield-Jackson Atlanta International Airport Terminal Signage Project.
Pearl Harbor Visitor Center Museum.
United States Naval Academy Museum.
City of Richmond-City Wayfinding.
Dulles Metrorail project.



**ALI
COX**
Senior Graphic Artist

RELEVANT WORK EXPERIENCE

Ali has 17 years of experience in the design and production of graphics and signage. 11 of those years were gained here at Color-Ad.

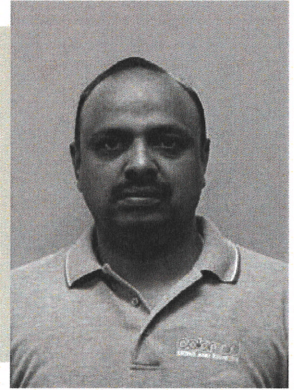
Ali specializes in signage graphics and tactile/braille content. She was the lead graphic artist for the \$5 million dollar Hartfield-Jackson Atlanta International Airport terminal signage project and is currently managing the graphics packages for the Louisiana VA Hospital, VA Hospital in Montgomery, the Denver International Airport, and the Dulles Metrorail project.

PROPOSED DUTIES

As Graphic Artist, Ms. Cox works very closely with Graphics Shop Supervisor, Project Manager, Graphic Output Production Specialist and Graphic Specialists coordinating specialized job details.

Responsible for design, creation and modification of sign and exhibit panel layouts. Proficient in Corel, InDesign, Illustrator and Photoshop software applications. Performs high-resolution scanning and color correction of images. Also responsible for producing fabrication drawings and CNC file setup. Operates vinyl cutting equipment. Creates tactile and Braille graphics using Gerber Braille Interpreter software. Works very closely with Graphics Shop Supervisor, Project Manager, Graphic Output Production Specialist, Exhibit Specialist (Graphics) and CNC operator coordinating specialized job details. Monitors quality control of all graphics and prepares graphics close out packages.

VENKI SRINIVASARAO Production Manager



RELEVANT WORK EXPERIENCE

Venki studied in India at SJP Bangalore University where he received his B.S. in Mechanical Engineering-Heat and Power Technology in 1986 and also receiving training at HMT Limited, Bangalore as a Technician Apprentice/Mechanical from 1987-1988.

His professional career began in '86 where he served as a production supervisor for various production companies throughout India until 1998. From 1998-2006 Venki supervised and managed production at Awal Plastics in Bahrain.

Since 2006, Venki has served as our Production Manager and directly supervised the metal and finishing departments.

PROPOSED DUTIES

As Color-Ad's Production Manager, Mr. Srinivasarao's responsibilities include directing and coordinating the activities of employees engaged in production. He works closely with the department supervisors and Project Managers, along with directly supervising the metal shop and finishing department.

He determines the requirements of a project and evaluates current production estimates and outputs by reading and analyzing work orders, production schedules, records, and reports. He also plans and establishes work schedules, assignments, production schedules and sequencing to meet production goals. Mr. Srinivasarao interprets specifications, blue prints, and job orders to our employees and implements company policies and procedures.



MIKE
BARREY
Finishing Specialist

RELEVANT WORK EXPERIENCE

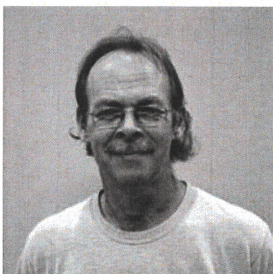
Mike joined the Color-Ad team in 2010 after owning and operating his own finishing firm for 8 years. Prior to that he held a position as a finishing specialist at Pro-Type Industries for 5 years after serving in the US Navy.

For the past four years, Mike has contributed to all the exhibit projects that have come through our shop. Examples are; painting all exhibit surfaces including diorama interactive pieces and flip doors for the Santa Monica Mts Visitor Center,

and finishing all exhibit elements including infilling corian designs, faux finishing classic cases and faux-rustic display items, dimensional trailer, and modified antique desks for Calumet Visitor Center at Keweenaw.

PROPOSED DUTIES

As Color-Ad's Finishing Specialist, Mr. Barrey's responsibilities include the applications of paint, stains and clear coatings on all types of exhibits and signage.



FRED
BOUTWELL
Metal Fabricator

RELEVANT WORK EXPERIENCE

Fred has 30 years of experience in metal fabrication, specifically welding structures for the signage and exhibit industry. He has spent 18 of those years here at Color-Ad.

Since 1996 Fred has fabricated structures for many of our prominent exhibit projects, such as metal frame work for moveable display cases and large acrylic vitrines at the US Naval Academy Museum, reader rail mounts, AV kiosks and steel brochure

kiosk for Pearl Harbor Visitor Center and Museum, and the metal frame work for Corian upright panels at the Calumet Visitor Center at Keweenaw.

PROPOSED DUTIES

As Color-Ad's Metal Fabricator, Mr. Boutwell's responsibilities include the preparation, fabrication, brazing and welding of various metals, including aluminum, steel and cast iron. Duties include welding (MIG, TIG, ARC), for all sign and exhibit fabrication.



7200 Gary Road Manassas VA 20109

FIRM'S QUALIFICATION

Similar Project Experience

Past Project Experience

SIMILAR PROJECT EXPERIENCE

SIMILAR PROJECT EXPERIENCE					
S.NO	PROJECT NAME & LOCATION	SCOPE OF WORK	OWNER	PROJECT COMPLETION DATE	PROJECT VALUE \$
1	CITY OF DENTON Wayfinding Signage Project 2016 PW.1401.070 215 W Hickory Street, Denton, Texas 76201	Custom Fabricated Exterior Wayfinding System ,Turnkey Project Management, Site Surveys, Design For Manufacture CAD Drawings, Engineered Footers, Location Marking and Utility Coordination, Prototypes, Manufacture of TXDOT wayfinding signage; Signs Include: Vehicular and Pedestrian Directionals, Illuminated Parking Lot Monuments, Illuminated Information Kiosks, Turnkey Installation: Earth Work, Excavation, Set Cages, Pour Concrete, Install Sign, Traffic Control, Safety Compliance, Clear Site, Walkthrough, Punch List etc	Denton, TX	3/31/2017	\$599,385.00
2	CITY OF CLAYTON Wayfinding Signage Project 2016 PW.1401.070 10 N. Bemiston Avenue Clayton, MO 63105	Turnkey Project Management, Site Survey, design for manufacture for Custom Fabricated Exterior Wayfinding signage- Parking Identification, Vehicular Directional, Identification Signage, Directory Kiosk with Direct Embed Graphics Installation and clear site, Walkthrough, punch list, etc.	City of Clayton, MO	3/31/2017	\$329,090.00
3	CITY OF GULF SHORES Branding Initiative Wayfinding Signage Program Phase 1,2&3 205 Clubhouse Drive Gulf Shores, AL 36542	Turnkey Project Management, Site Surveys, Design For Manufacture CAD Drawings, Engineered Footers, Location Marking and Utility Coordination, Prototypes, ALDOT Coordination & Compliance, Manufacture of ALDOT wayfinding & signage including: Identity, LED Pylons, Regulatory, Double Post and Panel, Pedestrian, Directional, Vehicular & Motorist Guiding, Kiosks & Monument Signs, Turnkey Installation: Earth Work, Excavation. etc.	City of Gulf shores, AL	9/19/2016	\$1,046,145.00
4	CITY OF FEDERICKSBURG Welcoming & Guiding Enhancement Signage Program 126 West Main Street Fredericksburg, TX 78624	Turnkey Project Management, Site Surveys, Design For Manufacture CAD Drawings, Engineered Footers, Location Marking and Utility Coordination, Prototypes, TXDOT Coordination & Compliance, Manufacture of TXDOT wayfinding & roadway signage including identity, motorist directional, regulatory & monument signs, Turnkey Installation: Earth Work, Excavation, Set Cages, Pour Concrete, Install Sign, Traffic Control, Safety Compliance, Clear Site, Walkthrough, Punch List etc	The City of Fredericksburg, TX	9/13/2013	\$270,032.00



7200 Gary Road Manassas VA 20109
 Color-Ad's Response – Bid B20048

Continue...					
S.NO	PROJECT NAME & LOCATION	SCOPE OF WORK	OWNER	PROJECT COMPLETION DATE	PROJECT VALUE \$
5	UTSA- UNIVERSITY OF TEXAS AT SAN ANTONIO Campus wide Wayfinding Signage 1 UTSA Circle, San Antonio, TX 78249	Turnkey Project Management, Site Surveys, Design For Manufacture CAD Drawings, Engineered Footers, Location Marking and Utility Coordination, Prototypes, TXDOT Coordination & Compliance, Manufacture of TXDOT wayfinding & roadway signage, Dual Campus-wide Wayfinding Signage Program; Signs Include: Vehicular and Pedestrian Directional, Illuminated Garage IDs, Building ID Letters, Parking Lot IDs, Illuminated Directories, Map/Informational Stations, Turnkey Installation: Earth Work, Excavation, Set Cages, Pour Concrete, Install Sign, Traffic Control, Safety Compliance, Clear Site, Walkthrough, Punch List etc.	University of Texas	08/30/2013	\$2,004,182.57
6	CITY OF HENDERSONVILLE, NC Henderson County Wayfinding Signage 201 South Main Street Hendersonville, NC 28792	City and County-wide Custom Fabricated Exterior Wayfinding System, Turnkey Project Management, Site Surveys, Design for Manufacture CAD Drawings, Engineered Footers, Location Marking and Utility coordination, Prototypes, Wayfinding Signage including Custom Graphics and Cast Bases. Turnkey Installation: Earth Work, Excavation, Set Cages, Pour Concrete, Install Sign, Traffic Control, Safety Compliance, Clear Site, Walkthrough, Punch List etc.	Henderson County Tourism Development Authority, NC	02/25/2018	\$483,050.00
7	CITY OF RICHMOND IFB No. J140027005 Wayfinding Signage Program 900 East Broad St Richmond, VA 23219	Turnkey Project Management, Site Survey, design for manufacture for vehicular & pedestrian directional with digital printed image graphics of the city CAD drawings, engineering footers, location marking and utility coordination, prototypes, earthwork, excavation, set cages, pour concrete, install sign, traffic control, safety compliance, clear site, Walkthrough, punch list, etc..	City of Richmond, VA	07/31/2016	\$477,068.93



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 Color-Ad's Response – Bid B20048

8	CITY OF CHARLOTTESVILLE Fabrication and Installation of Signage Program Phase 1 & 2 325 4th St, NW, Charlottesville, VA 22903	Turnkey Project Management, Design, Site Surveys, Design For Manufacture CAD Drawings, Engineered Footers, Location Marking and Utility Coordination, Prototypes, VADOT Coordination & Compliance, Manufacture of VADOT wayfinding & roadway signage, Turnkey Installation: Earth Work, Excavation, Set Cages, Pour Concrete, Install Sign, Traffic Control, Safety Compliance, Clear Site, Walkthrough, Punch List etc.	City of Charlottesville, VA	6/30/2013	\$1,182,790.00
9	UTSA- UNIVERSITY OF TEXAS AT SAN ANTONIO Campus wide Wayfinding Signage 1 UTSA Circle, San Antonio, TX 78249	Turnkey Project Management, Site Surveys, Design For Manufacture CAD Drawings, Engineered Footers, Location Marking and Utility Coordination, Prototypes, TXDOT Coordination & Compliance, Manufacture of TXDOT wayfinding & roadway signage, Dual Campus-wide Wayfinding Signage Program; Signs Include: Vehicular and Pedestrian Directional, Illuminated Garage IDs, Building ID Letters, Parking Lot IDs, Illuminated Directories, Map/Informational Stations, Turnkey Installation: Earth Work, Excavation, Set Cages, Pour Concrete, Install Sign, Traffic Control, Safety Compliance, Clear Site, Walkthrough, Punch List etc.	University of Texas	08/30/2013	\$2,004,182.57
10	MAYNARD JACKSON INTERNATIONAL AIRPORT Interior & Exterior Terminal, Roadway, Parking Garage Wayfinding Signage 2600 Maynard H. Jackson Jr. Blvd, Atlanta, GA 30354	Turnkey Project Management, Site Surveys, Design for Manufacture CAD Drawings, Engineered Footers, Location Marking and Utility Coordination, Prototypes, GADOT Coordination & Compliance, Manufacture of GADOT wayfinding & roadway signage, Fabrication & Installation of Wayfinding Signage for MHJIT terminal, Long Term & Short-Term Parking Garage, Bilingual Signage. Turnkey Installation: Earth Work, Excavation, Set Cages, Pour Concrete, Install Sign, Traffic Control, Safety Compliance, Clear Site, Walkthrough, Punch List et.	City of Atlanta GA	13/30/2012	\$5,518,140.00



7200 Gary Road Manassas VA 20109

FIRM'S QUALIFICATION

Similar Project References & Recommendations

Past Project References
Client Recommendation Letters



7200 Gary Road Manassas VA 20109
Color-Ad's Response – Bid B20048

REFERENCES – SIMILAR PROJECTS

Reference 1

Project Name: **CITY OF DENTON, TEXAS**
Address: 215 W Hickory Street, Denton, Texas 76201
Contact Person: Mr. Ron Menguita, AICP Principal Planner
Phone Number: Office: (940) 349-8328 Mobile: (214) 708-8071
Email: Ron.Menguita@cityofdenton.com
Project Value: \$599,385.00
Completion Date: April, 2019

Reference 2

Project Name: **CITY OF HENDERSONVILLE, NORTH CAROLINA**
Address: 145 Fifth St., Hendersonville, NC 28792
Contact Person: Mr. Lew Holloway, Downtown Economic Development Director
Phone Number: (828) 233-3216
Email: lholloway@hvlnc.gov
Project Value: \$483,050.01
Completion Date: August, 2016

Reference 3

Project Name: **CITY OF CLAYTON, MISSOURI**
Address: 10 N Bemiston Avenue, Clayton, MO 63105
Contact Person: Mr. Jim Redington
Phone Number: (314) 505-8440
Email: jredington@kukubata.com
Project Value: \$329,000.00
Completion Date: July, 2016



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Color-Ad's Response – Bid B20048

Reference 4

Project Name **CITY OF GULFSHORE, ALABAMA**
Address 205 Clubhouse Drive, Gulf shore, AL 36542
Contact Person Mr. Grant Brown
Phone Number (251) 968-1848
Email gbrown@gulfshoresAL.gov
Project Value \$1,046,145.00
Completion Date November, 2016

Reference 5

Project Name: **CITY OF DANVILLE WAYFINDING PROJECT, VIRGINIA**
Address 1427 Patton Street, Danville, VA 24541
Contact Person Mr. Brian L. Dunevant
Phone Number (434) 799-5019
Email dunevbl@danvilleva.gov
Project Value \$205,190.00
Completion Date December, 2017

Reference 6

Project Name: **CITY OF FREDERICKSBURG, TEXAS**
Address 126 West Main Street, Fredericksburg, TX 78624
Contact Person Mr. Brian Jordan. Director of Development Services
Phone Number (830) 997-7521
Email bjordan@fbgtx.org
Project Value \$270,032.00
Completion Date April, 2012



7200 Gary Road Manassas VA 20109
Color-Ad's Response – Bid B20048

Reference 7

Project Name:	CITY OF RICHMOND, VA
Address	900 East Broad St, Richmond, VA 23219
Contact Person	Mr. Mark A. Olinger, Director Planning & Development Dept
Phone Number	(804) 646-6305
Email	dmark.olinger@richmondgov.com
Project Value	\$798,907.78
Completion Date	June, 2016

KIKU OBATA

May 05, 2017

Color-Ad, Inc
Signs and Exhibits
7200 Gary Road
Manassas, VA 20109

RE: Letter of Recommendation

To whom it may concern,

Kiku Obata & Company designed and programmed a wayfinding signage system for the City of Clayton, Missouri. We had the distinct pleasure of working with Color-Ad as the Sign Contractor for this project. From their bid submittal to the very end of the project, Color-Ad delivered first class work. This project was not without challenges and some very big issues came up in the process. Color-Ad handled the issues with diligence and respect and delivered a product that exceeded our expectations.

We develop design solutions with dedication to ensuring that our client's vision and goals are met. The success of our design work is dependent on a sign contractor's level of commitment to quality. We are proud of our work for the City of Clayton and this is largely due to Color-Ad's commitment to high quality fabrication and careful installation.

Lastly, the punch list follow-up on this project by Color-Ad was second to none. They fixed every punch item perfectly. From my personal experience, this level of follow-up from a sign contractor is a rarity. I have over 20 years in this profession, and I have never had a more positive experience with a sign contractor.

Please contact me if you require more details. My contact information is listed below.

Best regards,



Jim Redington, SEGD
Senior Experiential Graphic Designer

Direct: 314.505.8446
jredington@kikuobata.com

Kiku Obata & Company
6161 Delmar Blvd., Suite 200, St. Louis, MO 63112
Office 314.361.3110 Fax 314.361.4716 www.kikuobata.com



SMALL TOWN, BIG BEACH™

November 17, 2016

RE: Color-Ad Signs and Exhibits

To Whom it May Concern:

We would like to take this opportunity to acknowledge Color-Ad Signs and Exhibits for exceeding our expectations with the entire process related to our recently completed Wayfinding Signage project and recommend them for any project they submit their services for.

During the past three years, Color-Ad has worked with our City to construct and install Wayfindings Signs throughout our city. The project included signs within the state highway right of way, along city streets, within city parks and beaches and in front of each municipal facility. Our state department of transportation approved every sign and installation without comment and we are constantly being praised for the beautiful and effective signs that now greet our residents and visitors daily.

We would like to especially recognize the design and installation team for being flexible for the duration of this project. You can imagine that during a multi-phased project a number of changes can occur as was the case with us. During every stage of the project, we were greeted with friendly, accommodating solutions and the highest level of professionalism and quality craftsmanship. The end results speak for themselves.

Please do not hesitate to contact me directly to discuss our project and relationship with Color-Ad. It was truly positive in all regards.

Sincerely,

A handwritten signature in blue ink that reads "Grant Brown".

Grant Brown
Public Information Officer
(251) 968-1848
gbrown@GulfShoresAL.gov

Post Office Box 299
Gulf Shores, AL 36547

City of Denton - Wayfinding Signage Project

1 message

Menguita, Ron P. <Ron.Menguita@cityofdenton.com>

To: "S.K Rao" <skrao@color-ad.com>, Mike Bures <mbures@color-ad.com>

Tue, Dec 17, 2019 at 1:55 PM

To whom it may concern,

I would like to share the City of Denton's experience with Color-Ad. For almost two years I served as the project manager for the City of Denton, managing the Wayfinding Signage Project and specifically managing the contract and scope of work with Color-Ad.

During the project S.K. Rao was a pleasure to work with, very professional and responsive to the City's requests and questions. The crew, supervised by Mike Bures, that came out to Denton during the multiple phases was also a pleasure to work with. Mike and his crew were experienced in what they do and when situations came up they immediately addressed it while at the same time keeping the staff informed. They worked well with our Traffic Operations team and were very organized in their preparation of the site and installation of the wayfinding signs.

If you have any questions or require additional information regarding the subject project, please don't hesitate to contact me. Thank you.

Ron Menguita, AICP | Principal Planner

Department of Development Services | Planning Division

Office: (940) 349-8328 | Fax: (940) 349-7707

[215 W. Hickory Street, Denton, Texas 76201](#)

www.cityofdenton.com





City of Danville
Department of Public Works
Engineering Division

August 22, 2017

S.K Rao, Senior Vice President
Color-Ad, Inc.
7200 Gary Road
Manassas, Virginia 20109

SUBJECT: City of Danville Wayfinding Project

Dear Mr. Rao,

I would like to take this opportunity to thank Color-Ad for the work that was done to complete the City of Danville's Citywide Wayfinding project. The signs look very good and there has been many compliments expressed concerning the appearance of the signs. I have been very impressed with the quality of work and the knowledge and professionalism exhibited by your company since Day 1. It is obvious that your company strives to produce quality products using an efficient, timely and well managed process. Please share my appreciation with all of your employees that were involved with the project.

Sincerely,

Brian L. Dunevant, P.E.
Assistant Director of Public Works/City Engineer



THE UNIVERSITY OF TEXAS AT SAN ANTONIO™

Office of Facilities

Reference: Color-Ad, Inc.

03/25/2014

To Whom It May Concern:

It is my pleasure to recommend Color-Ad, Inc. for any Wayfinding or related project you may have.

Color-Ad recently finished a massive Wayfinding project here at The University of Texas at San Antonio and did a great job. Throughout our experience with Color-Ad we have found the employees to be professionals committed to excellence through exceptional service, integrity and accountability. They responded to the University's request and deliver well a managed project in a timely manner. This company has repeatedly proven themselves to be an asset in our projects.

With great confidence I highly recommend Color-Ad, Inc. for any project. They are a responsive, stable, experienced and committed team.

Sincerely,

A handwritten signature in blue ink that reads "Roy Garza". The signature is fluid and cursive.

Roy Garza.

Senior Project Manager
Office of Facilities

**Jorge Cortes, AIA
Assistant Director of Engineering
Planning & Development, Department of Aviation
Hartsfield-Jackson Atlanta International Airport
1255 S. Loop Road
College Park, GA 30337**

**RE: Color Ad – Signage Contractor for the New Maynard H. Jackson Jr. International
Terminal, Atlanta, GA.**

To Whom It May Concern:

Color Ad is in the process of supplying and installing all of the Interior and Exterior signage for the referenced new terminal to include a new one mile entrance roadway system, 1.2 million sq. ft./five levels Terminal/Concourse, 1300 parking spaces/five levels Hourly Parking Garage, 2500 parking spaces/five level Long Term Parking Garage and a complete new signage system for the existing airport roadways.

Color Ad is an experience signage company providing quality work, being responsive to the Owner's needs and requests and meeting challenging schedules. If you need more information, please contact me at 404-886-2349.

Sincerely



Jorge Cortes

DOA MHJIT Design Representative





7200 Gary Road Manassas VA 20109

FIRM'S QUALIFICATION

Sample of Work

Sample of work with Photographs

OUR WORK CITY

WAYFINDING SIGNAGE EXTERIOR PARKING

PROJECT NAME

City of Denton, Texas
Wayfinding Signage Program

LOCATION

Denton, TX

VALUE

\$ 617,273.00

COMPLETION

April 2019

SCOPE OF WORK

Custom Fabricated Interior Wayfinding System, Turnkey Project Management, Site Surveys, Design For Manufacture CAD Drawings, Location Marking and Site Coordination, Prototypes, Manufacture of Interior and Exterior Building Wayfinding Signage including: Directionals, Room signs, Egress and Stairwells, Directory Pylons, Garage Signage Vinyl Graphics and Exterior Building Signage. Turnkey Installation: Install Sign, Safety Compliance, Clear Site, Walkthrough, Punch List etc.

REFERENCE

Mr. Ron Menguita, AICP, Principal Planner
Phone: (940) 349-8328
Email: Ron.Menguita@cityofdenton.com

DESIGNER

Merje Design Inc.



CITY

EXTERIOR SIGNAGE



PROJECT NAME

City of Denton, Texas - Wayfinding Signage Program

LOCATION

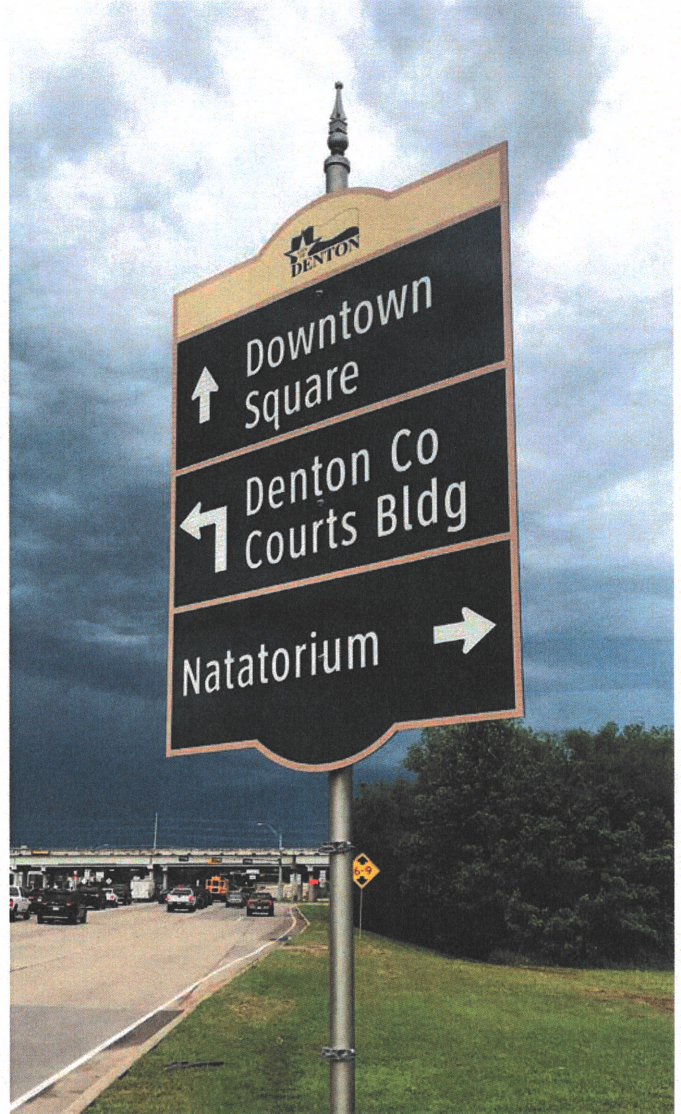
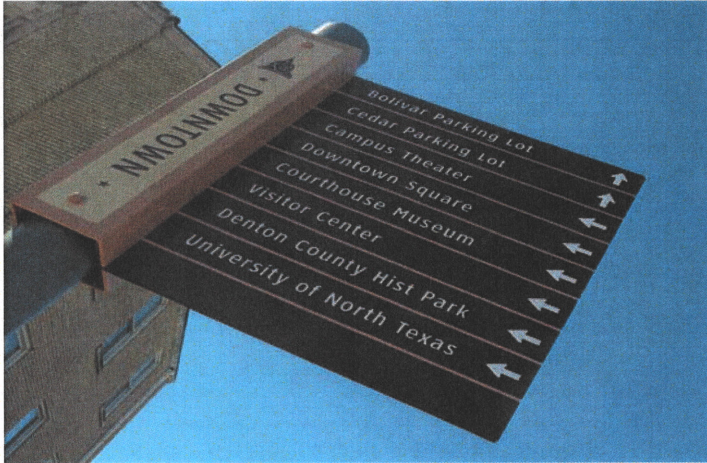
Denton, TX

DESIGNER

Merje Design Inc.

CITY

EXTERIOR SIGNAGE



PROJECT NAME

City of Denton, Texas - Wayfinding Signage Program

LOCATION

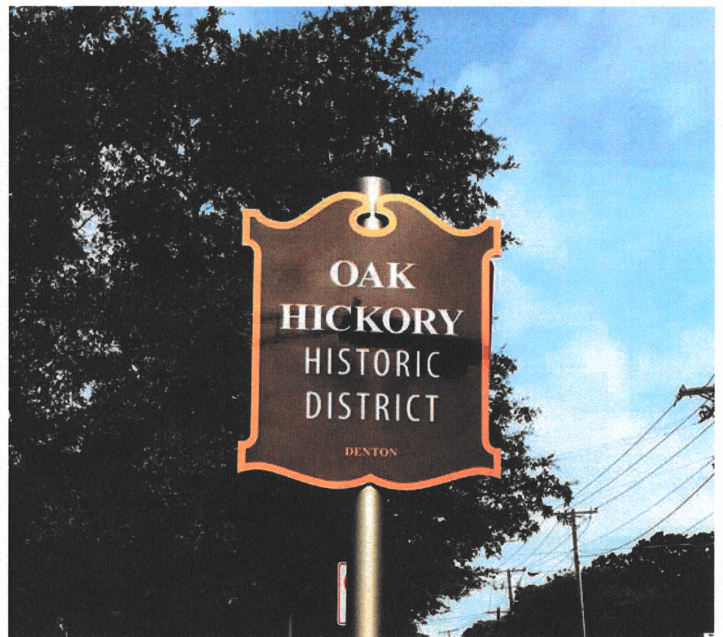
Denton, TX

DESIGNER

Merje Design Inc.

CITY

PARKING SIGNAGE



PROJECT NAME

City of Denton, Texas - Wayfinding Signage Program

LOCATION

Denton, TX

DESIGNER

Merje Design Inc.

OUR WORK CITY

WAYFINDING SIGNAGE
EXTERIOR
PARKING

PROJECT NAME

City of Hendersonville, North Carolina

LOCATION

Hendersonville, NC

VALUE

\$483,050.01

COMPLETION

August, 2016

SCOPE OF WORK

City and County-wide Custom Fabricated Exterior Wayfinding System, Turnkey Project Management, Site Surveys, Design for Manufacture CAD Drawings, Engineered Footers, Location Marking and Utility coordination, Prototypes, Wayfinding Signage including Custom Graphics and Cast Bases. Turnkey Installation: Earth Work, Excavation, Set Cages, Pour Concrete, Install Sign, Traffic Control, Safety Compliance, Clear Site, Walkthrough, Punch List etc.

REFERENCE

Mr. Lew Holloway,
Downtown Economic Development Director
(828) 233-3216
Email: lholloway@hvlnc.gov

DESIGNER

Merje Design Inc.



CITY

EXTERIOR SIGNAGE



PROJECT NAME

City of Hendersonville, North Carolina

LOCATION

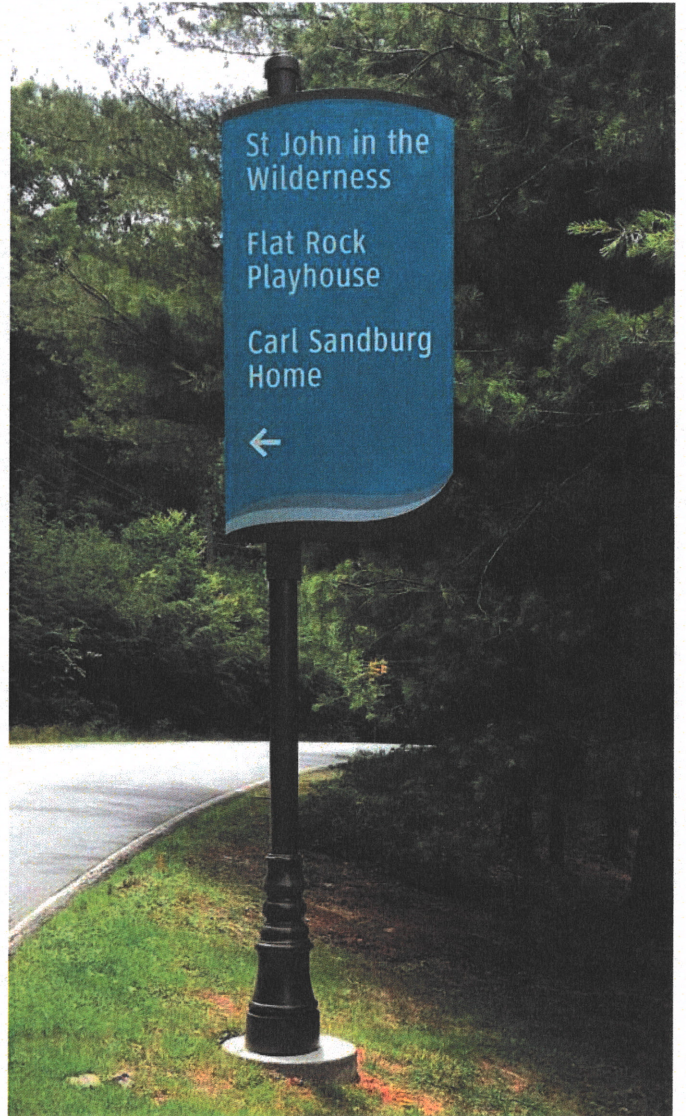
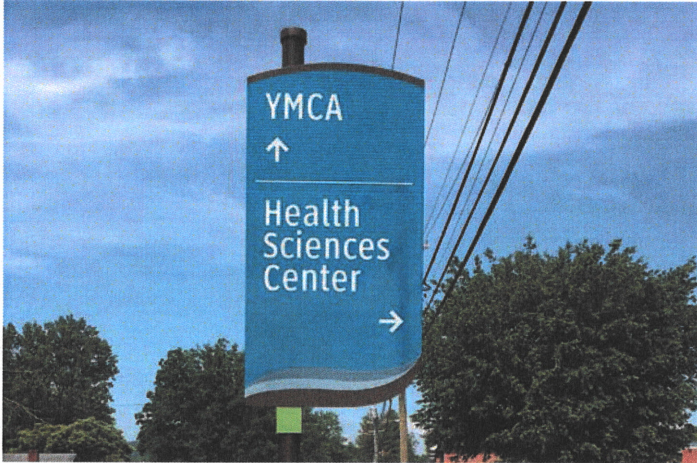
Hendersonville, NC

DESIGNER

Merje Design Inc.

CITY

EXTERIOR SIGNAGE



PROJECT NAME

City of Hendersonville, North Carolina

LOCATION

Hendersonville, NC

DESIGNER

Merje Design Inc.

OUR WORK CITY

WAYFINDING SIGNAGE EXTERIOR

PROJECT NAME

City of Clayton, Missouri Wayfinding Signage

LOCATION

Clayton, MO

VALUE

\$329,000.00

COMPLETION

March 2017

SCOPE OF WORK

Custom Fabricated Exterior Wayfinding
Signage-Parking Identification, Vehicular Directional,
Identification signage, Directory Kiosk with Direct
Embed Graphics

REFERENCE

Jim Redington

Phone : (314) 505-8440

Email: jredington@kukubata.com

DESIGNER

Kiku Obata & Company



CITY

PARKING SIGNAGE



PROJECT NAME

City of Clayton, Missouri Wayfinding Signage

LOCATION

Clayton, MO

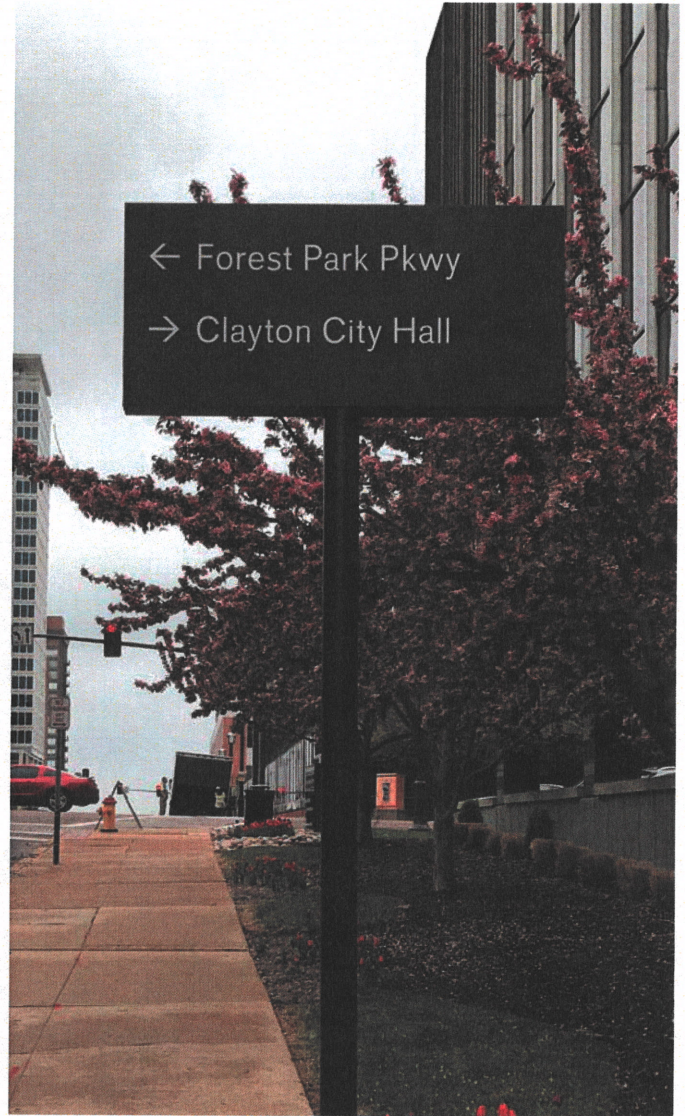
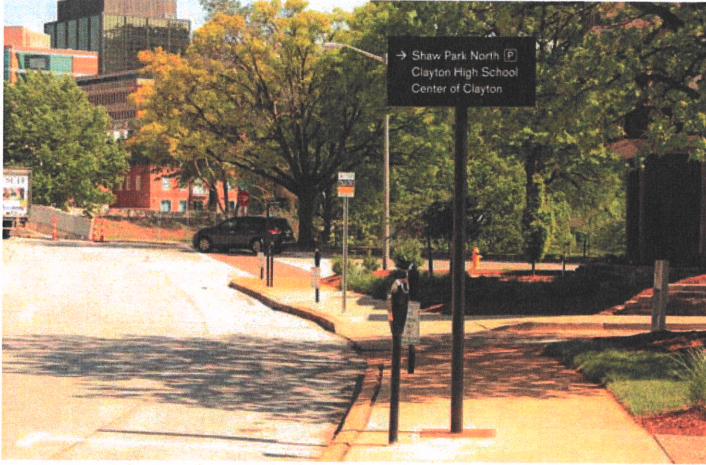
DESIGNER

Kiku Obata & Company

color·ad
SIGNS AND EXHIBITS

CITY

EXTERIOR SIGNAGE



PROJECT NAME

City of Clayton, Missouri Wayfinding Signage

LOCATION

Clayton, MO

DESIGNER

Kiku Obata & Company

OUR WORK CITY

WAYFINDING SIGNAGE EXTERIOR

PROJECT NAME

City of Gulf Shores
Wayfinding Signage Program

LOCATION

Gulf Shores, Alabama

VALUE

\$1,046,145.00

COMPLETION

February, 2013

SCOPE OF WORK

Turnkey Project Management, Site Surveys, Design For Manufacture CAD Drawings, Engineered Footers, Location Marking and Utility Coordination, Prototypes, NYDOT Coordination & Compliance, Manufacture of NYDOT Wayfinding & Roadway Signage, Campus-wide Wayfinding Signage Program; Signs Include: Vehicular and Pedestrian Directional, LED Monuments, Illuminated IDs, Building ID Letters, Parking Lot IDs, Illuminated Directories, Map/Informational Stations, turnkey installation: Earth Work, Excavation, Set Cages, Pour Concrete, Install Sign, Traffic Control, Safety Compliance, Clear Site, Walk-through, Punch List etc.

REFERENCE

Ms Ericka Wachter,
Facilities Contract and Procurement Manager,
631-420-2016 ,
Email: wachtee@farmingdale.edu

DESIGNER

Axia Creative Inc.



OUR WORK CITY

WAYFINDING SIGNAGE EXTERIOR

PROJECT NAME

City of Gulf Shores
Wayfinding Signage Program

LOCATION

Gulf Shores, Alabama

VALUE

\$1,046,145.00

COMPLETION

February, 2013

SCOPE OF WORK

Turnkey Project Management, Site Surveys, Design For Manufacture CAD Drawings, Engineered Footers, Location Marking and Utility Coordination, Prototypes, NYDOT Coordination & Compliance, Manufacture of NYDOT Wayfinding & Roadway Signage, Campus-wide Wayfinding Signage Program; Signs Include: Vehicular and Pedestrian Directional, LED Monuments, Illuminated IDs, Building ID Letters, Parking Lot IDs, Illuminated Directories, Map/Informational Stations, turnkey installation: Earth Work, Excavation, Set Cages, Pour Concrete, Install Sign, Traffic Control, Safety Compliance, Clear Site, Walk-through, Punch List etc.

REFERENCE

Ms Ericka Wachter,
Facilities Contract and Procurement Manager,
631-420-2016,
Email: wachtee@farmingdale.edu

DESIGNER

Axia Creative Inc.



OUR WORK CITY

WAYFINDING SIGNAGE EXTERIOR

PROJECT NAME

City of Fredericksburg Wayfinding Signage Program,
Welcoming & Guiding Signage - Phase II

LOCATION

Fredericksburg, TX

VALUE

\$270,032.00

COMPLETION

September, 2013

SCOPE OF WORK

Turnkey Project Management, Site Surveys, Design For Manufacture CAD Drawings, Engineered Footers, Location Marking and Utility Coordination, Prototypes, TXDOT Coordination & Compliance, Manufacture of TXDOT wayfinding & roadway signage including identity, motorist directional, regulatory & monument signs, Turnkey Installation: Earth Work, Excavation, Set Cages, Pour Concrete, Install Sign, Traffic Control, Safety Compliance, Clear Site, Walkthrough, Punch List etc.

REFERENCE

Mr. John Bosio Tel 484.266.0648
Cell 215.801.5722, Email: jbosio@merjedesign.com

DESIGNER

Merje Design Inc.



CITY

EXTERIOR SIGNAGE



PROJECT NAME

City of Fredericksburg Wayfinding Signage Program,
Welcoming & Guiding Signage Phase II

LOCATION

Fredericksburg, TX

DESIGNER

Merje Design Inc.

CITY

PARKING SIGNAGE



PROJECT NAME

City of Fredericksburg Wayfinding Signage Program,
Welcoming & Guiding Signage Phase II

LOCATION

Fredericksburg, TX

DESIGNER

Merje Design Inc.

OUR WORK CITY

WAYFINDING SIGNAGE EXTERIOR

PROJECT NAME

City of Richmond
Wayfinding Signage Program

LOCATION

Richmond, VA

VALUE

\$ 477,068.93

COMPLETION

July 2016

SCOPE OF WORK

Aluminum Citywide Wayfinding Signage
Vehicular & Pedestrian Directionals,
with Digital Printed Reflective Graphics
of the City

REFERENCE

Mark A. Olinger, Director
Phone: 804.646.6305
mark.olinger@richmondgov.com
www.richmondgov.com

DESIGNER

Two Twelve



CITY

EXTERIOR SIGNAGE



PROJECT NAME

City of Richmond
Wayfinding Signage Program

LOCATION

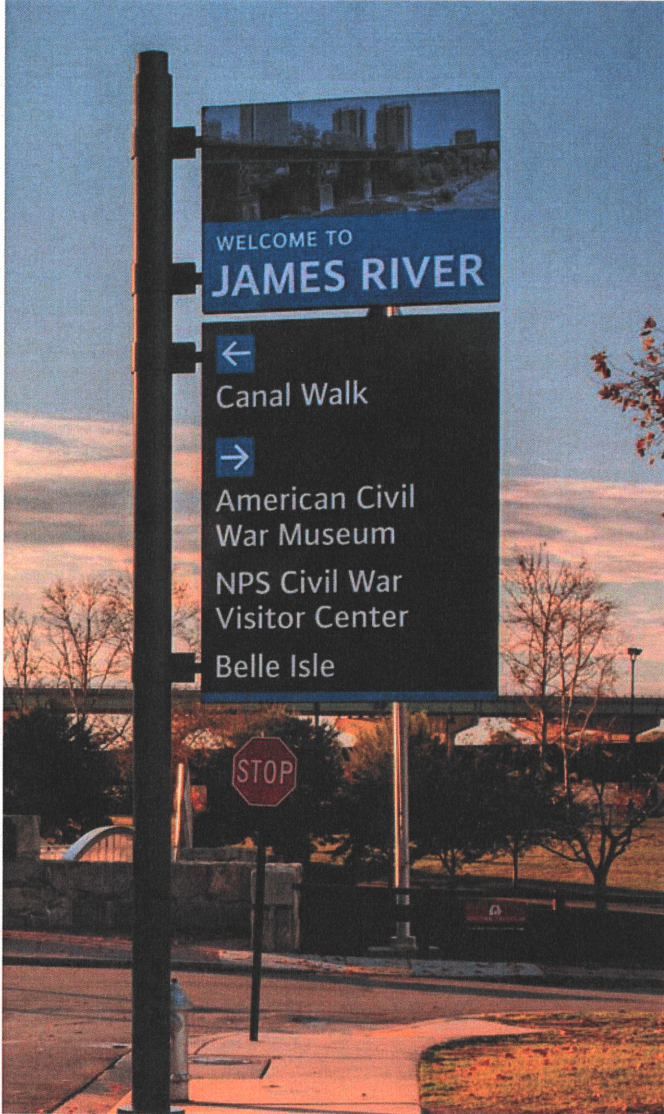
Richmond, VA

DESIGNER

Two Twelve

CITY

EXTERIOR SIGNAGE



PROJECT NAME

City of Richmond
Wayfinding Signage Program

LOCATION

Richmond, VA

DESIGNER

Two Twelve

OUR WORK CITY

WAYFINDING SIGNAGE EXTERIOR

PROJECT NAME

City of Alexandria, VA
Phase 3B Wayfinding Signage

LOCATION

Alexandria, VA

VALUE

\$260,000.00

COMPLETION

April 2019

SCOPE OF WORK

Design, fabricate, and install (40) freestanding 16ft pole /flag style vehicular directional signage plus design, fabricate (39) vehicular directional sign panels which the city installed as needed. Worked with the client to implement any needed structural changes to the existing fabrication method of their city-wide vehicular directional signage while visually matching current signage already existing in the city. Introduce latest production methods of direct printing for the production sign panels while at the same time still visually matching the existing signage. Install all signage at various locations within the city limits.

REFERENCE

Mary Konsoulis, AICP
Ph: 703-746-4019
Mary.Konsoulis@alexandria.gov

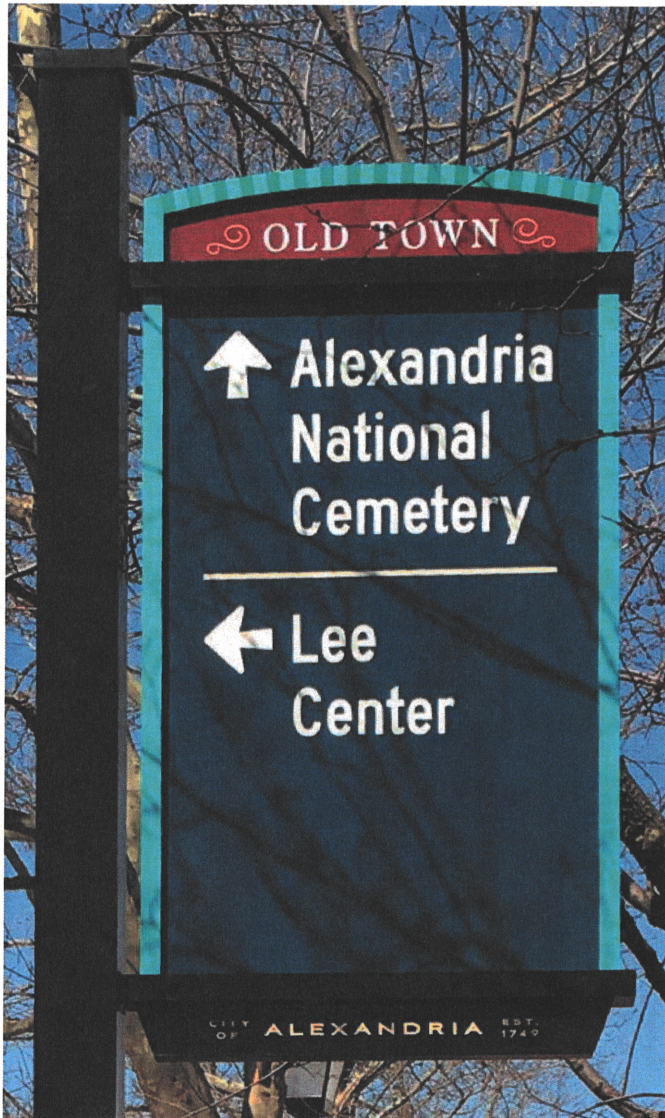
DESIGNER

City of Alexandria wayfinding system
/ SASAKI



CITY

EXTERIOR SIGNAGE



PROJECT NAME

City of Alexandria, VA
Phase 3B Wayfinding Signage

LOCATION

Alexandria, VA

DESIGNER

City of Alexandria wayfinding system
/ SASAKI

CITY

EXTERIOR SIGNAGE



PROJECT NAME

City of Alexandria, VA
Phase 3B Wayfinding Signage

LOCATION

Alexandria, VA

DESIGNER

City of Alexandria wayfinding system
/ SASAKI

CITY

EXTERIOR SIGNAGE



PROJECT NAME

City of Alexandria, VA
Phase 3B Wayfinding Signage

LOCATION

Alexandria, VA

DESIGNER

City of Alexandria wayfinding system
/ SASAKI



7200 Gary Road Manassas VA 20109
Color-Ad's Response – Bid B20048

QUALIFICATION OF SUBCONTRACTOR - STATEMENT

Color-Ad has two facilities with state-of-the-art equipment for production and fabrication including large format digital printers, CNC routers, complete vinyl & laminating, metal and wood shops. Color-Ad installation has bucket and crane trucks available, as well as, ladders and all power tools required for installation.

Color-Ad on case to case basis based on Scope-Schedule-Specialty requirements does use qualified subcontractors on selected project-example for large on-site masonry/marble/granite/electrical and other construction works. This project will be a fairly straight forward and standard installation for our team; therefore, we will not be using any subcontractor for this project.



7200 Gary Road Manassas VA 20109
Color-Ad's Response – Bid B20048

PROJECT APPROACH FOR COMPLETING WORK

How Color-Ad Will Accomplish the Services

Let us first start by saying that we are excited about this project and fully understand this City of Dover Wayfinding Signage package. Color-Ad is fortunate to have successfully handled many similar citywide wayfinding signage projects and we are familiar with quality and performance requirements.

Color-Ad has infrastructure and in-house manufacturing facilities to produce all of the signage required by this project or any additional needs. Our manufacturing departments include-Design-CAD, CNC, Wood/Metal/Acrylic Signage/Display Shops/AV Integration/Scenic Fabrication, ADA Signage, Finishing, Graphics, and Assembly as outlined in our facilities and equipment document. Color-Ad has recently added 18,000 manufacturing space with additional CNC/Finishing departments to cater to the needs of our esteemed clientele.

In addition to the advantage of having an infrastructure that is tailored to producing projects with similar scope, we have also conducted a time and motion study upon thorough study of your schedule timeline and carefully resourced the project to take care of any work to meet the project objectives.

Understanding the nature of this project and scope of work involved in this project
Color-Ad The following is a proven process in accomplishing the service:

COLOR-AD'S PROJECT PROTOCOL

Color-Ad Inc. has always adhered to a professional and scientific approach for handling all Projects. Each project when awarded is reviewed by our technical team comprising of personnel from PACE (Projects Administration and Cost Engineering), Senior Management, PPC (Production/planning and control), Materials Management, Outsourcing/Procurement and Field Operations.

The following is a typical outline of the approach we will take to ensure that all quality, budgetary and schedule definitions are met in the completion of the City of Dover Wayfinding Signage Project.

Upon Contract Award

- PACE department receives the preliminary contract and reviews its content, requirements and specifications and cross references with the bid documents submitted.
- Upon mutual agreement of all necessary clauses and contract terms the contract is signed.
- Color-Ad will initiate and procure payment and performance bonds from our surety company.
- Gather necessary insurance certificates and submit these documents along with the signed contract for execution.
- Internally at Color-Ad a core management team is formed specifically for the project.
- The complete team will convene for a preliminary internal meeting to discuss project key deliverables, phasing, overlapping of phasing and a detailed project management plan based on construction activities, master schedule milestones and client requirements.
- Resources for various phases-development phase, submittal phase, approvals phase, and manufacturing phase, logistic &, installation phase, are identified for entire tenure of the project.



7200 Gary Road Manassas VA 20109
Color-Ad's Response – Bid B20048

- Tasks are distributed and agreed to each department.
- Client is given a list of the core team working on the project, their contact information, and communication protocol is established.

Pre-Construction Meeting

A team comprising of personnel from Project Management, PACE and Field operations will propose a pre-construction meeting.

The meeting will have the following agenda to be discussed for smooth operation of the Project and installation:

1. Contractual requirements: Scope of Work

- Total contract value
- Contractual requirements
- All deliverables
- Phasing- Site status, any Project Coordination discussion, schedule due dates for each and every activity is discussed to create final project Gantt chart and approval is obtained from Henderson County.
- Pending documents required to be submitted
- Insurance
- Bonds
- Billing
- Liabilities

2. Design

- Final/Accurate and latest and greatest Input from Client (final design drawing, message schedules, etc. and all critical elements of the are obtained)
- Discuss the approvals and process time and consolidate project plan to meet the schedule
- Discuss any Architectural/Engineering/Branding aspects required for the project from the designer's/Client/ point of view
- Plan for any pending information that will have to follow up from the design Team.
- Discuss any and all quality requirements/submittal requirements to obtain as far as feasible for the entire scope, so that we can produce the signs and have them ready to install based on mutually agreed schedule.

3. Maintenance/ Facilities requirements

- Technical requirements for installation
- Hours of operation-sequencing-shifts etc.
- Approvals
- Security/safety requirements
- Staging/Storage
- Parking

4. Pre-production phase

- Establish communication protocol between Client/Color-ad and Designated Approving Authorities (Owner/Designer etc).
- Submittals and approvals for all signs to facilitate proactive mass production
- Constant site progress monitoring and concurrent planning via site surveys

- Proactive Location identification and planning

5. Billing Info

- Discuss Billing process
- Billing approval protocol for processing payment certificates

Site Survey: Pre-production Phase

- Color-Ad's project manager initiates a project site meeting with the City of Dover.
- All signage locations will be inspected, proactively measured and have pictures taken for seamless planning
- All survey information is recorded for records and as input for shop drawings/manufacture/installation thereon.

Shop Drawing/Pre-production Phase (Color-Ad Internal)

- Final digital files, architectural input, survey information, and project specifications are collected and compiled for the entire package with mutually agreed priorities.
- Dedicated project manager working on this project will form his core operational team for this project, comprising of an Auto Cad Designer, Graphic Designer, and Project administrative assistant.
- A meeting is convened between project managers, Auto Cad Designer, Graphic Designer, Production planning and control, Shop floor supervisor, fabrication technician, and Field Operations Manager. Project manager will explain the project in a broader view.
- Copies of the Design drawings and specifications are shared at this meeting for review and to provide collaborative input for shop drawings.
- A new meeting date is agreed to reconvene and discuss the manufacturing methods, any value engineering methods and final shop drawing input. The input is gathered, discussed thoroughly and transferred to the AutoCAD and graphic designers to initiate shop drawings.
- Simultaneously the design input is sent to a qualified structural engineer to evaluate, review and comment on the structural and stability details for all required signage.
- Once the structural details are finalized and approved, they are incorporated into the shop drawings and officially stamped by the engineer.
- Project manager will create a list of submittals required for the project.
- Initiates a shop request to prepare/procure required samples.
- Once the shop drawings are prepared and the samples are manufactured, they will be submitted to the client as per the project requirements.
- It is the project manager's goal to have the drawings approved at first submittal. If the drawings are not approved; the drawings are revised as marked and resubmitted for approval.
- Project Gantt charts are created for the following: (a) project schedule (b) process schedule (c) install schedule.
- A bill of materials and labor is prepared for the project.
- Materials management is requested to obtain final quotes and check on availability of materials.
- PACE department is requested to obtain final quotes and due dates from subcontractors as necessary to comply with the schedules and other custom requirements for the project.
- Prepare and submit final work orders to production and installation teams.



7200 Gary Road Manassas VA 20109
Color-Ad's Response – Bid B20048

Project Management Scope (Color-Ad Internal)

- Initiate progress meetings with production, field operations, materials management.
- Mobilize crews.
- Attend required project and site meetings.
- Day to day management of the project include construction progress monitoring
- Billing.
- Project completion-sign off, punch list, maintenance manual, as built drawings, etc.

Production

Upon Shop drawing approval the project manager will prepare a thorough work order package, including; approved set of shop drawings, bill of material and labor, quality assurance instructions, packing instructions and project schedule Gantt chart. Work order will be received by the production planning and control manager in production. He will assign a team of fabricators to work on this project. The complete work order package is reviewed, discussed, and a fabrication plan is created based on the project deadline. The available resources are pooled to find the available crews to work (including weekends, if required) to complete the job on time.

Weekly production updates are provided to the project manager. However, the project manager will walk the floor at least two times a day to monitor progress and/or answer any questions from our fabricators.

Samples are proactively sent and all approvals are obtained and establish the approved samples as control samples. Once the elements are fabricated, they will go through our final quality control check/Assurance before final approval is given. If the elements meet all quality standards then the clearance sheet is signed and the elements are packed and crated for shipping.

It is our intent to produce as much as feasible all products at once to maintain consistency in finishes and we will be storing the fabricated signs at our local partner's shop to be able to install the signs based on agreed schedule

Shipping is handled by our materials management department. Depending on the availability of personnel and company moving equipment, we will decide whether or not to contract shipping out (though we prefer to ship our products ourselves in order to preserve the quality of our products).

The shipping crew is briefed with the safety instructions on how to handle the products safely and deliver to the job site without any damages.

Installation and Closeout

- Color-Ad's project manager and installation crew will meet on site as per the agreed-upon schedule.
- We will bring all portable power tools necessary to perform almost any task.
- All touch paints and or any finishing tools will be brought to installation to repair any damage to graphics or sprayed finishes which could possibly occur during installation.
- A final walk through will be conducted with the Client/Design Team to note any punch list items. A copy of any punch-list deficiencies will be given to the CM at the end of the walk-thru. Any punch- list deficiencies will be corrected by Color-Ad within a short but reasonable time period.
- The site supervisor, with help from his installation crew, will help demonstrate access to and Cleaning of the installed signs.
- Copies of an operations and maintenance manual will be submitted to the client at the time of final inspection.



7200 Gary Road Manassas VA 20109
Color-Ad's Response – Bid B20048

Color-ad will also turn over any client-furnished materials.

Warranty and After Warranty Service

Color-Ad, on occasion, has a qualified local sign company/partner to help us, if needed to meet schedule requirements, on the project during the duration of the project as well as warranty period and post warranty period.

Upgrade Enhancement Capabilities

Color-Ad team is committed to not only using cutting edge technology machinery/techniques to manufacture a high quality and durable product but will constantly look for creative and innovative solution that will enhance the signage while accomplish