REQUEST FOR BID, PROPOSAL, QUOTATION

Proposal Number: B20048

Wayfinding and Information System

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>
<thead>
<tr>
<th>Official Entity Name</th>
<th>GEOGRAPH INDUSTRIES, INC.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Address:</td>
<td>475 INDUSTRIAL DR.</td>
</tr>
<tr>
<td>City, State, Zip:</td>
<td>Harrison, ON 45030</td>
</tr>
<tr>
<td>Email address:</td>
<td><a href="mailto:MATT.PAUL@GEOGRAPH-IND.COM">MATT.PAUL@GEOGRAPH-IND.COM</a></td>
</tr>
<tr>
<td>Date:</td>
<td>3/23/2020</td>
</tr>
<tr>
<td>Telephone #:</td>
<td>513.202.9200</td>
</tr>
<tr>
<td>Signature:</td>
<td></td>
</tr>
</tbody>
</table>

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 to stringent (explain below)
- Other

NO BID
# City Sign System - Project Pricing

<table>
<thead>
<tr>
<th>Qty</th>
<th>Type</th>
<th>Description</th>
<th>Unit Fabrication</th>
<th>Unit Installation</th>
<th>Unit Total</th>
<th>Combined Fabrication</th>
<th>Combined Installation</th>
<th>Combined Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>G1.0</td>
<td>Primary Gateway &gt; arc grid/freestanding</td>
<td>$9,251.00</td>
<td>$2,643.00</td>
<td>$11,894.00</td>
<td>$9,251.00</td>
<td>$2,643.00</td>
<td>$11,894.00</td>
</tr>
<tr>
<td>6</td>
<td>G2.0</td>
<td>Secondary Gateway&gt;freestanding</td>
<td>$3,328.00</td>
<td>$1,155.00</td>
<td>$4,483.00</td>
<td>$19,968.00</td>
<td>$6,930.00</td>
<td>$26,898.00</td>
</tr>
<tr>
<td>8</td>
<td>D1.0</td>
<td>Primary Directional&gt;freestanding</td>
<td>$3,439.00</td>
<td>$1,155.00</td>
<td>$4,594.00</td>
<td>$27,512.00</td>
<td>$9,240.00</td>
<td>$36,752.00</td>
</tr>
<tr>
<td>1</td>
<td>D1-4</td>
<td>Primary Directional&gt;panel only: on existing mast arm post</td>
<td>$1,101.00</td>
<td>$330.00</td>
<td>$1,431.00</td>
<td>$1,101.00</td>
<td>$330.00</td>
<td>$1,431.00</td>
</tr>
<tr>
<td>10</td>
<td>D2.0</td>
<td>Secondary Directional&gt;freestanding</td>
<td>$3,261.00</td>
<td>$1,155.00</td>
<td>$4,416.00</td>
<td>$32,610.00</td>
<td>$11,550.00</td>
<td>$44,160.00</td>
</tr>
<tr>
<td>11</td>
<td>D3.0</td>
<td>Tertiary Directional&gt;freestanding</td>
<td>$2,778.00</td>
<td>$1,155.00</td>
<td>$3,933.00</td>
<td>$30,558.00</td>
<td>$12,705.00</td>
<td>$43,263.00</td>
</tr>
<tr>
<td>1</td>
<td>D3-P</td>
<td>Tertiary Directional&gt;panel only: mounted on existing post TBD</td>
<td>$519.00</td>
<td>$330.00</td>
<td>$849.00</td>
<td>$519.00</td>
<td>$330.00</td>
<td>$849.00</td>
</tr>
<tr>
<td>4</td>
<td>D4</td>
<td>Parkind Directional&gt;panel only</td>
<td>$98.00</td>
<td>$55.00</td>
<td>$153.00</td>
<td>$392.00</td>
<td>$220.00</td>
<td>$612.00</td>
</tr>
<tr>
<td>4</td>
<td>D5</td>
<td>Offsite Directional&gt;panel only</td>
<td>$136.00</td>
<td>$55.00</td>
<td>$191.00</td>
<td>$544.00</td>
<td>$220.00</td>
<td>$764.00</td>
</tr>
<tr>
<td>1</td>
<td>D6.0</td>
<td>Pedestrian Directional&gt;freestanding</td>
<td>$2,716.00</td>
<td>$1,155.00</td>
<td>$3,871.00</td>
<td>$10,864.00</td>
<td>$4,620.00</td>
<td>$15,484.00</td>
</tr>
<tr>
<td>3</td>
<td>V1.0</td>
<td>Visitor Information Table: 1) porcelain enamel graphic panels</td>
<td>$7,452.00</td>
<td>$1,980.00</td>
<td>$9,432.00</td>
<td>$22,356.00</td>
<td>$5,940.00</td>
<td>$28,296.00</td>
</tr>
<tr>
<td>6</td>
<td>V2.1</td>
<td>Visitor Information Post&gt;single sided 1) porcelain enamel panels</td>
<td>$3,772.00</td>
<td>$1,045.00</td>
<td>$4,817.00</td>
<td>$22,632.00</td>
<td>$6,270.00</td>
<td>$28,902.00</td>
</tr>
<tr>
<td>1</td>
<td>V2.2</td>
<td>Visitor Information Post&gt;double sided 1) porcelain enamel panels</td>
<td>$6,984.00</td>
<td>$1,045.00</td>
<td>$8,029.00</td>
<td>$6,984.00</td>
<td>$1,045.00</td>
<td>$8,029.00</td>
</tr>
<tr>
<td>3</td>
<td>A2.0</td>
<td>Secondary Park ID&gt;freestanding/single-sided</td>
<td>$1,598.00</td>
<td>$987.00</td>
<td>$2,585.00</td>
<td>$4,794.00</td>
<td>$2,961.00</td>
<td>$7,755.00</td>
</tr>
</tbody>
</table>

Project Expenses: general conditions, shop drawings, travel, etc  
Related Costs: estimated/plus % projected - contingency  

Project Total: $ 259,736.00  
$ 19,167.00  
$ 10,000.00
THE CINCINNATI INSURANCE COMPANY

Bid Bond

CONTRACTOR (Name, legal status and address):
Geograph Industries Inc
475 Industrial Drive
Harrison, OH 45030

SURETY (Name, legal status and principal place of business):
THE CINCINNATI INSURANCE COMPANY
6200 S. GILMORE ROAD
FAIRFIELD, OHIO 45014-5141

OWNER (Name, legal status and address):
City of Dover, New Hampshire
288 Central Ave
Dover, NH 03820

BOND AMOUNT:
10% of bid

PROJECT (Name, location or address, and Project number, if any):
Exterior Sign System - City-Wide Wayfinding - GD Project #48.02

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 the 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 requirements 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 24 day of March, 2020

Geograph Industries Inc
(Principal)
(Title)

THE CINCINNATI INSURANCE COMPANY
(Surety)
(Title)

Witness

Witness

The Company executing this bond vouches that this document conforms to American institute of Architects Document A310, 2010 Edition.
S-2000-AIA (11/10) PUBLIC
POWER OF ATTORNEY

KNOW ALL MEN BY THESE PRESENTS: That THE CINCINNATI INSURANCE COMPANY, a corporation organized under the laws of the State of Ohio, and having its principal office in the City of Fairfield, Ohio, does hereby constitute and appoint

Paula Farley, Barbara Blankenship, Marchia Bullock, Jennifer Garrison, Melanie Blair, Shaun LsSance, Benjamin West, Andy Martin, Jr., Ronald Sparks, Jeffrey Gephart, Thomas Galloway, Michael Long, Gregg Grimes,
of Middletown, OH

its true and lawful Attorney(s)-in-Fact to sign, execute, seal and deliver on its behalf as Surety, and as its act and deed, any and all bonds, policies, undertakings, or other like instruments, as follows:

Five Million Dollars and 00/100 ($5,000,000.00)

This appointment is made under and by authority of the following resolution passed by the Board of Directors of said Company at a meeting held in the principal office of the Company, a quorum being present and voting, on the 6th day of December, 1958, which resolution is still in effect:

"RESOLVED, that the President or any Vice President be hereby authorized, and empowered to appoint Attorneys-in-Fact of the Company to execute any and all bonds, policies, undertakings, or other like instruments on behalf of the Corporation, and may authorize any officer or any such Attorney-in-Fact to affix the corporate seal; and may with or without cause modify or revoke any such appointment or authority. Any such writings so executed by such Attorneys-in-Fact shall be binding upon the Company as if they had been duly executed and acknowledged by the regularly elected officers of the Company."

This Power of Attorney is signed and sealed by facsimile under and by the authority of the following Resolution adopted by the Board of Directors of the Company at a meeting duly called and held on the 7th day of December, 1973.

"RESOLVED, that the signature of the President or a Vice President and the seal of the Company may be affixed by facsimile on any power of attorney granted, and the signature of the Secretary or Assistant Secretary and the seal of the Company may be affixed by facsimile to any certificate of any such power and any such power of certificate bearing such facsimile signature and seal shall be valid and binding on the Company. Any such power so executed and sealed and certified by certificate so executed and sealed shall, with respect to any bond or undertaking to which it is attached, continue to be valid and binding on the Company."

IN WITNESS WHEREOF, THE CINCINNATI INSURANCE COMPANY has caused these presents to be sealed with its corporate seal, duly attested by its Vice President this 10th day of May, 2012.

THE CINCINNATI INSURANCE COMPANY

STATE SEAL

STATE OF OHIO ) ss:
COUNTY OF BUTLER )

On this 10th day of May, 2012, before me came the above-named Vice President of THE CINCINNATI INSURANCE COMPANY, to me personally known to be the officer described herein, and acknowledged that the seal affixed to the preceding instrument is the corporate seal of said Company and the corporate seal and the signature of the officer were duly affixed and subscribed to said instrument by the authority and direction of said corporation.

THE CINCINNATI INSURANCE COMPANY

Vice President

MARK J. HULLER, Attorney at Law
NOTARY PUBLIC - STATE OF OHIO
My commission has no expiration date. Section 147.03 O.R.C.

I, the undersigned Secretary or Assistant Secretary of THE CINCINNATI INSURANCE COMPANY, hereby certify that the above is a true and correct copy of the Original Power of Attorney issued by said Company, and do hereby further certify that the said Power of Attorney is still in full force and effect.

GIVEN under my hand and seal of said Company at Fairfield, Ohio, this 24th day of March, 2020.

Assistant Secretary
State of New Hampshire
Department of State

CERTIFICATE OF AUTHORITY OF
 GEOGRAPH INDUSTRIES, INC.

The Secretary of State of the State of New Hampshire hereby certifies that an Application of GEOGRAPH INDUSTRIES, INC. for a Certificate of Authority to transact business in this State, duly signed pursuant to the provisions of the New Hampshire Business Corporation Act, has been received in this office.

ACCORDINGLY the undersigned, by virtue of the authority vested in him by law, hereby issues this Certificate of Authority to GEOGRAPH INDUSTRIES, INC. to transact business in this State under the name of GEOGRAPH INDUSTRIES, INC., and attaches hereto a copy of the Application for such Certificate.

Business ID: 838457

IN TESTIMONY WHEREOF,
I hereto set my hand and cause to be affixed the Seal of the State of New Hampshire,
this 11th day of March A.D. 2020.

William M. Gardner
Secretary of State
City of Dover, New Hampshire
OFFICE OF THE FINANCE DIRECTOR

March 5, 2020

Request for Bid B20048
Wayfinding and Information System

ADDENDUM #1

Please be advised of the date change for project completion from June 13, 2020 to July 15, 2020.

Bid Replies are still due back: March 24, 2020 @ 3:00 p.m. EST

Please mark addendum #1 received on the outside envelope of your bid reply.

Please revisit Addendum’s on the City of Dover Website www.dover.nh.gov

Libby M. Simmons
Purchasing Agent
City of Dover, New Hampshire
OFFICE OF THE FINANCE DIRECTOR

March 13, 2020

Request for Bid B20048
Wayfinding and Information System

ADDENDUM #2

Please be advised of questions and answers:

Q1. Is this a Request for Proposal for the Design and Programming of a Wayfinding and Information System or is this a Request for Proposal for the fabrication and installation of a Wayfinding and information system?

A1. The Request for Proposal is for the fabrication and installation of a Wayfinding and information system.

Q2. “5. Proof of registration with NH Secretary of State to do business in the State of New Hampshire.” Can this be covered by our install partner?

A2. No, the vendor who is awarded the bid must have or obtain a certificate of authority from the secretary of state to conduct business in the state of NH. A bid may be submitted with a commitment to get registered if awarded the contract.

Q3. Can you tell me if a General Contractor’s License will be required to perform the installation?

A3. We are unaware of NH state requirements requiring a general contractor’s license.

Q4. In Attachment A there is a requirement for a Bid Bond and in the designer qualification (Attachment C) there is only a requirement for a Performance Bond.

A4. The required bond documents for this project are those listed in Schedule A, page 5.

Bid Replies are still due back: **March 24, 2020 @ 3:00pm**

Please mark addendum #2 received on the outside envelope of your bid reply. 
Please revisit Addendum’s on the City of Dover Website **www.dover.nh.gov**

Libby M. Simmons, CPP
Purchasing Agent
City of Dover, New Hampshire  
OFFICE OF THE FINANCE DIRECTOR  

March 19, 2020  

Request for Bid B20048  
City of Dover NH Wayfinding and Information System  

ADDENDUM #3 and Attachment  

Please be advised of questions and answers:  

1. G2 and D1 signs: Call for an “alternative option with a breakaway base.” These alternates aren’t requested for any of the other signs. Do we estimate the foundations for all other signs using a traditional, non-breakaway foundation (with standard anchor bolts and anchors)? Please advise.  
Response: Add/Alternate pricing option for sign types G2.0 and D1.0 as indicated on master pricing matrix provided in Attachment C and attached to this addendum. All bidders will need to utilize.  

2. The only foundation drawings in the documents are for “D1.0B-C” and labeled “Primary Directional.” One of the drawings shows a standard anchor bolt setup while the following page titled “D1.0D” shows a breakaway assembly.  
   a. Which foundation should we use for D1 Primary Directional signs?  
   Response: Price G2 and D1 signs with standard foundation anchor bolt system and with pricing for add/alternate “breakaway” option; the City does not require breakaway foundations, but at least one G2 location is on a NH DOT roadway.  
   b. Should we estimate all other sign types — including D2 Secondary Directionals, D3 Tertiary Directionals and D4 parking Directionals — using a standard anchor bolt system as opposed to a breakaway base?  
   Response: Price D2, D3, D4 signs with standard foundation anchor bolt system (again, please use pricing matrix provided in Attachment C and attached to this Addendum).  

3. D5 Offsite Directional: Pricing Matrix sheet asks for “Panel Only.” However, sheet “ST.2” shows a freestanding sign. Which should we estimate? If it is a freestanding sign, are there any specifications as they may be missing from the documents.  
Response: Price D4 and D5 sign types as panels only; intent is to place these signs on existing posts/armatures on City streets (if we do need posts for these signs, will request as additional cost).  

Additional Information:  
At this time, City Hall is closed to the public. If proposals are being hand-delivered, please call 603.516.6030 upon arrival, using the Locust Street entrance of the building, and a staff member will meet you to accept the package.  

Bid Replies are still due back: March 24, 2020 @ 3:00pm  

Please mark addendum #3 received on the outside envelope of your bid reply.  
Please revisit Addendum’s on the City of Dover Website www.dover.nh.gov  

Libby M. Simmons, CPP  
Purchasing Agent
City Wayfinding System Dover, NH
Fabrication+Installation Pricing Matrix 24 February 2020

### City Sign System – Project Pricing

<table>
<thead>
<tr>
<th>Day</th>
<th>Type</th>
<th>Description</th>
<th>Unit Fabrication</th>
<th>Unit Installation</th>
<th>Unit Total</th>
<th>Combined Fabrication</th>
<th>Combined Installation</th>
<th>Combined Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>01.0</td>
<td>Primary Gateway &gt; arc grid/freestanding</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
</tr>
<tr>
<td>5</td>
<td>02.0</td>
<td>Secondary Gateway &gt; freestanding</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
</tr>
<tr>
<td></td>
<td></td>
<td>add/alt. option: breakaway base</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
</tr>
<tr>
<td>8</td>
<td>01.0</td>
<td>Primary Directional &gt; freestanding</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
</tr>
<tr>
<td></td>
<td></td>
<td>add/alt. option: breakaway base</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
</tr>
<tr>
<td>1</td>
<td>01.4</td>
<td>Primary Directional &gt; panel only: on existing mast arm post</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
</tr>
<tr>
<td>10</td>
<td>02.0</td>
<td>Secondary Directional &gt; freestanding</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
</tr>
<tr>
<td>11</td>
<td>03.0</td>
<td>Tertiary Directional &gt; freestanding</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
</tr>
<tr>
<td>1</td>
<td>03.5</td>
<td>Tertiary Directional &gt; panel only: mounted on existing post TBD</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
</tr>
<tr>
<td>4</td>
<td>04.0</td>
<td>Parking Directional &gt; panel only</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
</tr>
<tr>
<td>4</td>
<td>05.0</td>
<td>Offsite Directional &gt; panel only</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
</tr>
<tr>
<td>4</td>
<td>06.0</td>
<td>Pedestrian Directional &gt; freestanding</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
</tr>
<tr>
<td>3</td>
<td>01.0</td>
<td>Visitor Information Table: 1. porcelain enamel graphic panels</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
</tr>
<tr>
<td></td>
<td></td>
<td>2l. high-pressure laminate graphic panels</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
</tr>
<tr>
<td>6</td>
<td>02.1</td>
<td>Visitor Information Post &gt; single-sided: 1l. porcelain enamel panels</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
</tr>
<tr>
<td></td>
<td></td>
<td>2l. high-pressure laminate</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
</tr>
<tr>
<td>1</td>
<td>02.2</td>
<td>Visitor Information Post &gt; double-sided: 1l. porcelain enamel panels</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
</tr>
<tr>
<td></td>
<td></td>
<td>2l. high-pressure laminate</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
</tr>
<tr>
<td>3</td>
<td>02.0</td>
<td>Secondary Park ID &gt; freestanding &gt; single-sided</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
</tr>
</tbody>
</table>

**Project Expenses:** general conditions, shop drawings, travel, etc.

**Related Costs:** estimated / plus % projected

**Project Total:** $ -
City of Dover, New Hampshire  
OFFICE OF THE FINANCE DIRECTOR  

March 23, 2020  

Request for Bid B20048  
City of Dover NH Wayfinding and Information System  

ADDENDUM #4

Please be advised of the following updates:

1. The bid due date/time has been changed from March 24, 2020 at 3:00 pm to March 31, 2020 at 1:30 pm EST. All other submission instructions still remain in effect.

2. Due to the bid due date adjustment, the project timeline for completion has been changed from July 15, 2020 to July 22, 2020. However, due to current conditions, a timeline may be negotiated with the vendor awarded this request for bid. Therefore, please note your anticipated date of completion for this project with your bid submission.

3. Question: Traffic control requirements – can you confirm that there are none?  
   Response: It is expected that work in the Right of Way would be on sidewalks or grass panels. If there is a need to impact vehicular travel, the selected vendor would need to work with the Dover Police Department to arrange for safe and secure installation.

Additional Information: In response to the COVID-19 Coronavirus and recommendations by state and federal health officials, City Hall is closed to the public. If proposals are being hand-delivered, please call 603.516.6030 upon arrival, using the Locust Street entrance of the building and a staff member will meet you to accept the package. For the safety of all, hand-delivered packages should be a last resort only.

Bid Replies are due back: March 31, 2020 @ 1:30 pm

Please mark addendums #1, #2, #3, #4 received on the outside envelope of your bid reply.
Please revisit Addendum’s on the City of Dover Website www.dover.nh.gov

Libby M. Simmons, CPP  
Purchasing Agent
City of Dover, NH - Wayfinding and Information System - #B20048

We are proud to present our capabilities and qualifications to the City of Dover, NH for the Wayfinding and Information System.
Geograph Industries, Inc.
475 Industrial Dr.
Harrison, OH. 45030
Phone (513)202-9200
Fax (513) 202-9299
mattpanzeca@geograph-ind.com
Contact: Matt Panzeca
Geograph’s Project Approach

The approach of a project is typically determined by five critical factors:

- Scope of work (deliverables and services required)
  - Schedule
  - Site conditions
  - In-house capabilities (personnel, machinery, current and expected workload)
  - Specialty services (any outsourced deliverable or services)
- While most projects have certain commonalities in process and procedures, the exact project approach/ process for a particular project is unique due to the factors listed above.
- Effective communication throughout the entire project process is the thread that holds the critical factors and a successful project together. Effective communication results in the success to both the project vision and the development/ fabrication process. It is telling the truth as you know it, in a timely manner, and allowing the “team” (client, design firm, and fabricator) to react and make reasonable decisions accordingly.

Upon Confirmation of Project Reward:

- The project is reviewed internally by the Project Executive Team and design team (if necessary).
- The Project Manager is assigned.
- Initial schedule is reviewed and prepared based on RFP
- Executive team establishes in-house weekly meetings to discuss progress and any other issues as they arise.
Geograph’s Project Approach

- The Project Management and Executive Team reviews scope, budget, and schedule with the client and designer/architect
- The Project Manager:
  - Develop the project matrix / line item listing and schedule of values
  - Establish weekly or bi-weekly meetings/ conference calls with the client and RLR Associates regarding project status for:
    - Release project to production for detail/ shop drawings and samples.
    - Initial site visit to field verify measurements
    - Consider specialty items (A/V or other) and procures as required.
We specialize in the fabrication of Custom Trade Show and Museum Exhibits, Interior, Exterior, and Wayfinding Signage, Retail and Corporate Environments, Graphics, Murals, and much more. Over the years, we have partnered with numerous design firms and clients across the United States to make the visions for their projects come to life with our fabrication and installation expertise.

Geograph Industries Inc. is a privately owned corporation with over 30 years of experience in the industry. Headquartered in Harrison, Ohio (just outside of Cincinnati) Our facility has 52,000 sq. ft. of office and manufacturing space, four loading docks, and two on site storage facilities as well as a storage facility in Las Vegas, Nevada.
OUR CAPABILITIES

Geograph's In-House Departments, Capabilities and Services Include but are not Limited to:

Exhibit Detailing
Graphic Design
Portable & Rental Trade Show Exhibits
P-O-P Displays
Store Fixtures/ Casework
Trade Show Management
Trade Show Services Coordinating
Trade Show Installation & Dismantle/ Supervision
Museum and Signage Installations
Project Management
Warehousing
Shipping & Receiving
Fulfillment

Vinyl, Silk Screen, Photopolymer, Digitally Printed Graphics, Fabric Graphics, Digitally Printed Wallpaper, and ADA Signage

Carpentry, Fiberglass Forming, Acrylic Work, Concrete Work, CNC Machining / Milling, Metal Fabrication and Metal Rolling

Finishing - Paint, Stain, and Other related

GEOGRAPH INDUSTRIES, INC.
"Turnkey Projects. Exceptional Service."
All of our staff works out of the Harrison, OH. Headquarters. The bio's of the current anticipated staff that would be assigned to the ERIE Insurance Home Office Signage and Wayfinding project include:

**Mark Freudiger:** Executive Vice President, Sr. Project Management, Sr. Estimator / Graduated with a BA from University of Cincinnati with a degree in BA information systems. / 35 years of experience in exhibit and signage industry.

**Greg Freudiger:** Executive Vice President of Production, Installation & Labor Manager / Graduated with a BA from Cumberland University with a business degree / 28 years of experience in the exhibit and signage industry.

**Robin Dunn-Andres:** Senior Account Executive, Exhibit Designer, Trade Show Manager, Project Manager / Graduated from University of Cincinnati School of Design, Architecture, Art & Planning with a BA in Fashion Design / 20 years of experience in the exhibit and signage industry.

**Jon Freudiger:** Sr. Installer, I & D Supervision / Graduated with a BA from Mount St. Joseph University with a degree in Business Administration concentration in Management & Marketing / 14 years of experience in the exhibit and signage industry.

**Matt Panzeca:** Project Administration / Graduated with a BA from Mount St. Joseph University with a degree in Business / 14 years of experience in the exhibit and signage industry.

**Dave Markham:** Senior Detailer, Project Manager, Estimator / Attended the University of Cincinnati and Cincinnati State and obtained AutoCAD and Inventor Certifications / 30 years of experience in the industry with Auto Cad, Autodesk Inventor, Programming, Design & Engineering, Project Management and Estimating

**Vanessa Miller:** Senior Designer / Graduated from Art Institute of Cincinnati with an Assoc. Degree in Graphic Design Sciences and a BA in Graphic Design & Visual Communications / 13 years of experience in the exhibit and signage industry.

**Beth Roll:** Graphics Production Manager / Graduated with an Associate’s degree in Graphic Design & Advertising from Art Academy University / 17 years of experience in the exhibit and signage industry.
## Example of Project Development Schedule

<table>
<thead>
<tr>
<th>ID</th>
<th>Task Mode</th>
<th>Task Name</th>
<th>Duration</th>
<th>Start</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td></td>
<td>Administration</td>
<td>338 days</td>
<td>Wed 1/15/20</td>
</tr>
<tr>
<td>2</td>
<td></td>
<td>Award</td>
<td>1 day</td>
<td>Wed 1/15/20</td>
</tr>
<tr>
<td>3</td>
<td></td>
<td>Project Kick Off</td>
<td>1 day</td>
<td>Mon 1/20/20</td>
</tr>
<tr>
<td>4</td>
<td></td>
<td>Monthly Status Meetings</td>
<td>341 days</td>
<td>Fri 1/10/20</td>
</tr>
<tr>
<td>5</td>
<td></td>
<td>Invoicing (Mthly)</td>
<td>327 days</td>
<td>Thu 1/30/20</td>
</tr>
<tr>
<td>6</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>7</td>
<td></td>
<td>Development Schedule</td>
<td>310 days</td>
<td>Mon 2/3/20</td>
</tr>
<tr>
<td>8</td>
<td></td>
<td>Planning and Concept Design</td>
<td>40 days</td>
<td>Mon 2/3/20</td>
</tr>
<tr>
<td>9</td>
<td></td>
<td>kick off mtg / visioning session</td>
<td>2 days</td>
<td>Mon 2/3/20</td>
</tr>
<tr>
<td>10</td>
<td></td>
<td>site survey / facility impact review</td>
<td>5 days</td>
<td>Mon 2/17/20</td>
</tr>
<tr>
<td>11</td>
<td></td>
<td>prelim story diagrams sub &amp; call</td>
<td>11 days</td>
<td>Wed 2/5/20</td>
</tr>
<tr>
<td>12</td>
<td></td>
<td>prelim exhibit plan presentation</td>
<td>11 days</td>
<td>Thu 2/20/20</td>
</tr>
<tr>
<td>13</td>
<td></td>
<td>final concept exhibits plan &amp; call</td>
<td>11 days</td>
<td>Fri 3/6/20</td>
</tr>
<tr>
<td>14</td>
<td></td>
<td>owner review of concept design</td>
<td>6 days</td>
<td>Fri 3/20/20</td>
</tr>
<tr>
<td>15</td>
<td></td>
<td>Design Development</td>
<td>60 days</td>
<td>Mon 3/30/20</td>
</tr>
<tr>
<td>16</td>
<td></td>
<td>35% progress presentation mtg</td>
<td>15 days</td>
<td>Mon 3/30/20</td>
</tr>
<tr>
<td>17</td>
<td></td>
<td>65% progress submission &amp; conf call</td>
<td>20 days</td>
<td>Mon 4/20/20</td>
</tr>
<tr>
<td>18</td>
<td></td>
<td>100% final des devel presentation</td>
<td>20 days</td>
<td>Mon 5/18/20</td>
</tr>
<tr>
<td>19</td>
<td></td>
<td>owner review of of des / development</td>
<td>6 days</td>
<td>Fri 6/12/20</td>
</tr>
<tr>
<td>20</td>
<td></td>
<td>Exhibit Fabrication</td>
<td>131 days</td>
<td>Mon 8/3/20</td>
</tr>
<tr>
<td>21</td>
<td></td>
<td>engineering / shop dwgs</td>
<td>20 days</td>
<td>Mon 8/3/20</td>
</tr>
<tr>
<td>22</td>
<td></td>
<td>material procurement</td>
<td>44 days</td>
<td>Mon 8/10/20</td>
</tr>
<tr>
<td>23</td>
<td></td>
<td>final digital artwork</td>
<td>46 days</td>
<td>Mon 8/31/20</td>
</tr>
<tr>
<td>24</td>
<td></td>
<td>exhibit fabrication</td>
<td>111 days</td>
<td>Mon 8/31/20</td>
</tr>
<tr>
<td>25</td>
<td></td>
<td>graphic production</td>
<td></td>
<td></td>
</tr>
<tr>
<td>26</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>27</td>
<td></td>
<td>Installation</td>
<td>50 days</td>
<td>Mon 2/1/21</td>
</tr>
<tr>
<td>28</td>
<td></td>
<td>facility impact</td>
<td>21 days</td>
<td>Mon 2/1/21</td>
</tr>
<tr>
<td>29</td>
<td></td>
<td>exhibit installation</td>
<td>34 days</td>
<td>Mon 2/15/21</td>
</tr>
<tr>
<td>30</td>
<td></td>
<td>graphic install</td>
<td>23 days</td>
<td>Mon 3/1/21</td>
</tr>
<tr>
<td>31</td>
<td></td>
<td>artifact install</td>
<td>13 days</td>
<td>Mon 3/15/21</td>
</tr>
<tr>
<td>32</td>
<td></td>
<td>punch</td>
<td>7 days</td>
<td>Thu 4/1/21</td>
</tr>
</tbody>
</table>

### Gantt Chart

[Insert Gantt Chart Image]

This Gantt chart illustrates the timeline for each task, allowing for a visual representation of the project development schedule.
SAMPLE CLIENT LISTING
We are proud to have been a partner on the following projects:

EXHIBITS

Crayola - Retail and Exhibits
American Classical Music Hall of Fame
Cincinnati Children's Hospital
Conseco Fieldhouse
Georgia Outdoor Sports Exhibit
Indianapolis Zoo
Kodak
Mummies of the World
Procter & Gamble
Purdue University
The University of Cincinnati
The University of Missouri

US Tennis Open
Western Southern Tennis Open
College of Dupage
Jim Beam Devil's Cut
Vistana Signature Experiences Sales Galleries
SAMPLE CLIENT LISTING

We are proud to have been a partner on the following projects:

MUSEUMS

Jim Beam Distillery
Appleton Rum Experience - Jamaica
Chicago Natural History Museum - Sue Exhibit
Cincinnati Reds Hall of Fame & Museum
Cincinnati Reds West Concourse Exhibits
Gateway Auto Museum
Jack Daniels Welcome Center
Kentucky Music Museum and Hall of Fame
National Underground Railroad Freedom Center
NCAA Hall of Champions
Museum of Science and Technology - Syracuse, New York
Us 23 Country Music Highway Museum
Washington Monument Interpretive Center
SAMPLE CLIENT LISTING

We are proud to have been a partner on the following projects:

SIGNAGE

Fifth Third Arena - The University of Cincinnati
Northern Kentucky University
Cincinnati Children's Hospital
Overland Park - Kansas
Cincinnati University Hospital
Sea World - Orland, Florida
Cincinnati Public Schools
Butler County - Ohio
Cincinnati Zoo
Butler Rural Electric Cooperative
City of Asheville - North Carolina
Wichita Falls - Texas
City of Cincinnati
City of Frederick - Maryland
Cleveland Community College
Dakota County Parks - North Dakota
Greater Cincinnati/ Northern Kentucky International Airport
Indianapolis International Airport
SAMPLE CLIENT LISTING

We are proud to have been a partner on the following projects:

TRADE SHOW EXHIBITS

Birkenstock U.S.A.
Wolverine Children’s Group
E.S. Originals
Nine West
Related Group
Lennar Commercial
DLC Management Corporation
Cushman & Wakefield
Edens & Avant
PREP
Terranova
X Team
Architectural Systems, Inc.

Brixmor
Functional Formularies
Phillip Edison & Company
Hush Puppies - Wolverine Worldwide
Merrell - Wolverine Worldwide
References

Cincinnati Reds Hall of Fame & Museum
Contact: Jason Dell
Phone: 513.765.7023
jdell@reds.com

Fifth Third Arena
Contact: Jake Smith
Phone: 513.556.5721
smith71b@ucmail.uc.edu

City of South Bend Venues Parks & Arts - Howard Park
Contact: Patrick Sherman
Phone: 574.235-5601
psherman@southbendin.gov

NCAA Hall of Champions
Contact: Kelly Dodds
Phone: 317.917.6404
kdodds@ncaa.org
Madison Public Library
Madison, WI. - Designed by MSR Design, Fabricated & Installed by Geograph Industries, Inc.
Butler Rural Electric Cooperative Exterior Signage-Designed, Fabricated, and Installed by Geograph Industries, Inc.
Mt. Vernon, Illinois
Exterior Wayfinding
Signage - Fabricated and Installed by Geograph Industries, Inc.
Vega Americas Inc. Exterior Signage - Fabricated and Installed by Geograph Industries, Inc.
Care Source - Dayton, Ohio
Designed by BHDP, fabricated and installed by Geograph Industries, Inc.
University of Cincinnati
Fifth Third Arena -
Designed by UC and Moody-Nolan / Fabricated and Installed by Geogeraph Industries, Inc.
Dakota County Forever Wild Parks, Minnesota. Designed by Parsons in association with Vacket and Dakota County, fabricated and installed by Geograph Industries, Inc.
a) U
b) U
20 C (Ion CC)
t: G)
4′
a) U L.
onts$R
Westin Cancun Vistana Sales Gallery - Designed by Vistana Signature Experiences, Fabricated and Installed by Geograph Industries, Inc.
Country Music Hall of Fame & Museum - Renfrow Valley, KY.
Country Music Hall of Fame & Museum - Renfrow Valley, KY.
NCAA Hall of Champions
- Indianapolis, IN.
IF YOU ARE INTERESTED IN HEARING MORE ABOUT GEOGRAPH, PLEASE CONTACT US AT:

GEOGRAPH INDUSTRIES, INC.

475 Industrial Drive · Harrison, Ohio 45030 · 513.202.9200
sales@geograph-ind.com · www.geograph-ind.com · 513.202.9299 fax

Recommendations available upon request
Statement of Qualifications
City of Dover, New Hampshire
Exterior Sign System – City-Wide Wayfinding – GD Project #48.02

1) Geograph Industries, Inc.
2) 475 Industrial Drive, Harrison, OH 45030
3) Matt Panzeca
   b. mattpanzeca@geograph-ind.com
4) Organized 1/1/1989
5) Corporation, Ohio
6) Doing Business under current name: 30 years
7) Experience/References
   a. Cincinnati Reds Hall of Fame — Graphics/Signage
      i. Chris Eckes (o) 513.706.2018 (c) 513.706.2018 ceckes@reds.com
      ii. 100 Joe Nuxhall Way, Cincinnati, OH 45202
   b. CVG Airport – DOR Signs for Messer Construction
      i. David Sutthoff © 513.814.7356 dsutthoff@messer.com
      ii. 2939 Terminal Drive, Hebron, KY 41048
   c. Butler County, OH – Wayfinding Signage
      i. Mark Hecquet (o) 513.860.4196 x103 mhecciuet@gettothebc.com
      ii. 8756 Union Center Blvd., Butler County, OH 45069
      i. Lucy Cossentino 513.556.1783 cossenl@ucmail.uc.edu
      ii. University Hall, Suite 600, PO Box 210186, Cincinnati, OH 45221
   e. City of Asheville, NC – Wayfinding
      i. Glenn Cox 828.258.6101 gcox@exploreasheville.com
8) Geograph has never failed to complete any work awarded to them
9) Geograph has never defaulted on a contract
10) Contracts on hand/recently completed:
   a. Sikeston, MO – Wayfinding - $168,000 – Complete 5/1/20
   b. Cincinnati Children’s Hospital Signage - $205,875 – Complete 9/28/20
   c. CVG Airport – Three (3) signage contracts - $54,000 – Complete 2/10/20
   e. Asheville, NC – Wayfinding - $36,000 – Complete 1/17/20
   f. Duluth, MN – Park Signage - $151,346 – Complete 5/3/20
   g. South Bend, IN – Wayfinding - $137,159 – Complete 1/30/20
   h. Buffalo State Univ. – Interior Signage/Graphics - $233,973 – Complete 4/15/20
i. Xavier University — Exterior Signage - $34,683 — Complete 1/30/20
j. Birkenstock – O.R. Snow Show Tradeshow - $76,000 — Complete 2/10/20

11) Major Equipment available for this project:
   a. Graphics Dept.
      i. 2012 Axyz 5010 CNC Router
      ii. 2010 Roland Cami Pro GX-640 Plotter
      iii. Graphtec FC7000-130 Plotter
      iv. 2007 Gravograph IS8000 — Tactile/Braille Engraver
      v. 2009 Mimaki Printer JV33-160
      vi. ORCA 64 GBC Laminator
      vii. Auto Cad, Adobe Illustrator
      viii. Detailing Machines
      ix. (3) Mac Computers connected to Router/Printer/Plotters
      x. Bending Table for Channel Letters
   b. Paint Department
      i. 15’x24’ Paint Booth w/ Sprinkler System & Automatic Air Shut-off
         1. OSHA Tested and Approved
         2. Paint with Akzo Nobel, PPG, Matthews Paints
         3. Misc. paint sprayers
      ii. ATLAS EOPCO Air Compressor
      iii. Two (2) Fire-Proof Storage Cabinets
      iv. Sand Blasting Machine — Skat Blast System
   c. Silk-Screening Department
      i. All House Silk Print 5’x10’ Soft Blanket Vacuum Table
      ii. Olix Arc Lamp — In House Direct Method Screens
   d. Photopolymer Department
      i. Photopolymer Machine
      ii. Greide Industrial Oven
   e. Carpentry Department
      i. uniPoint Radio Arm Saw — Model #X36AF
      ii. SCMI Band Saw — Model #SC600
      iii. (6) Drill Presses — Model #JDP-17MF
      iv. (3) Powermatics 10” Tilting Arbor Table Saw
      v. Delta 10” Table Saw
      vi. Holzher Vertical Panel Saw
      vii. 8” Jointer
      viii. (2) 6” Jointer
      ix. (2) Powermatic Shapers
      x. 20” Delta Plainer — RC51
      xi. Powermatic Drum Sander — DDS225
      xii. (3) Dust Collecting Systems
   f. Metal Department
      i. Wilton Ban Saw — 7”x13” Horizontal/Vertical Band Saw
      ii. (6) Drill Presses — Model #FDP-17MF
iii. (3) Delta 10” Tilting Arbor Table Saw
iv. (3) Miller Matic 250 Aluminum & Steel Mig Welder
v. Miller Matic Tig Welder
vi. ESAB Plasma Cutter 1125
vii. 8” Delta Bench Grinder
viii. 45 Ton Break Press
ix. LOWN G-800 12’ Roller
x. 14’ Steel Cut-Off Saw – Model #1410
xi. Northern – 52” Precision Foot Shear – Item #143360
xii. (3) Dust Collecting Systems

g. Shipping/Receiving Department
   i. 5,000 lb. Clark Forklift
   ii. 2012 Ford Van
   iii. 2014 Ford F-250
   iv. (4) 12’ Tow-Behind Trailers
   v. Dump Trailer
   vi. (2) Shipping Docks

12) Background/Experience of the principal members

a. George R. Freudiger – President
   i. George is a Senior Advisor and Consultant from overall project level
   ii. His experience is helpful in the management and direction of project
   iii. His passion is production
   iv. 45 years in industry and 30 at Geograph

b. Mark A. Freudiger – EVP / Project Manager
   i. Mark’s role is Project Manager
   ii. Mark meets and communicates with clients and Geograph’s Production Team
during the development and production
   iii. 33 years in industry, 29 at Geograph

c. Matt J. Panzeca
   i. Works closely with the Project Manager to accurately review scope and schedule
   ii. Effectively communicates the project status to the client
   iii. Responsible for all change orders, document submittals, admin., etc.
   iv. 15 years in industry, 15 at Geograph

d. Greg C. Clark
   i. Lead Installer
   ii. Responsible for on-site crew
   iii. He is a “working foreman” who assigns his crews’ daily operations
   iv. 31 Years in Industry, 10 at Geograph

e. Vanessa Miller – Senior Graphic Designer
   i. Creates the graphic communication pieces for clients in 2D and 3D elements
   ii. Receives all files and initial review of intent, verifying that the format can be worked with and prepping the supplied files for production
   iii. Generates project samples and the layout submittal for all graphics
iv. 18 years in industry, 14 at Geograph
f. David T. Markham – Senior Detailer
   i. Responsible to meet with Project Manager
   ii. Interpret the concept drawings to create shop drawings, showing critical
dimensions and anticipated materials and finishes
   iii. 24 years in industry, 6 at Geograph