



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.

Official Entity Name	GEOGRAPH INDUSTRIES, INC.	FOB Information:	Dover NH
Address:	475 INDUSTRIAL DR.		
City, State, Zip	HARRISON, OH 45030		
Email address:	MATTPANEECA@GEOGRAPH-IND.COM	State of Incorporation	OHIO
Date:	3/23/2020	SSN or EIN:	31-1579613
Telephone #:	513.202.9200	Fax #:	513.202.9299
Signature:		Title:	PRESIDENT

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

GeoGraph Ind., Inc.
 475 Industrial Drive
 Harrison, OH 45030
 513.202.9200

24 March 2020

City Wayfinding System Dover, NH
 Fabrication+Installation Pricing Matrix

City Sign System - Project Pricing									
Qty	Type	Description	Unit Fabrication	Unit Installation	Unit Total	Combined Fabrication	Combined Installation	Combined Total	
1	G1.0	Primary Gateway > arc grid/freestanding	\$ 9,251.00	\$ 2,643.00	\$ 11,894.00	\$ 9,251.00	\$ 2,643.00	\$ 11,894.00	\$ 11,894.00
6	G2.0	Secondary Gateway>freestanding	\$ 3,328.00	\$ 1,155.00	\$ 4,483.00	\$ 19,968.00	\$ 6,930.00	\$ 26,898.00	\$ 26,898.00
		add/alt. option: breadaway base		\$ 488.00	\$ 488.00	\$ -	\$ 2,928.00	\$ 2,928.00	\$ 2,928.00
8	D1.0	Primary Directional>freestanding	\$ 3,439.00	\$ 1,155.00	\$ 4,594.00	\$ 27,512.00	\$ 9,240.00	\$ 36,752.00	\$ 36,752.00
		add/alt. option: breadaway base		\$ 488.00	\$ 488.00	\$ -	\$ 3,904.00	\$ 3,904.00	\$ 3,904.00
1	D1-4	Primary Directional>panel only: on existing mast arm post	\$ 1,101.00	\$ 330.00	\$ 1,431.00	\$ 1,101.00	\$ 330.00	\$ 1,431.00	\$ 1,431.00
10	D2.0	Secondary Directional>freestanding	\$ 3,261.00	\$ 1,155.00	\$ 4,416.00	\$ 32,610.00	\$ 11,550.00	\$ 44,160.00	\$ 44,160.00
11	D3.0	Tertiary Directional>freestanding	\$ 2,778.00	\$ 1,155.00	\$ 3,933.00	\$ 30,558.00	\$ 12,705.00	\$ 43,263.00	\$ 43,263.00
1	D3-P	Tertiary Directional>panel only:mounted on existing post TBD	\$ 519.00	\$ 330.00	\$ 849.00	\$ 519.00	\$ 330.00	\$ 849.00	\$ 849.00
4	D4	Parkind Directional>panel only	\$ 98.00	\$ 55.00	\$ 153.00	\$ 392.00	\$ 220.00	\$ 612.00	\$ 612.00
4	D5	Offsite Directional>panel only	\$ 136.00	\$ 55.00	\$ 191.00	\$ 544.00	\$ 220.00	\$ 764.00	\$ 764.00
4	D6.0	Pedestrian Directional>freestanding	\$ 2,716.00	\$ 1,155.00	\$ 3,871.00	\$ 10,864.00	\$ 4,620.00	\$ 15,484.00	\$ 15,484.00
3	V1.0	Visitor Information Table: 1) porcelain enamel graphic panels 2) high pressure laminate graphic panels	\$ 7,452.00 \$ (3,224.00)	\$ 1,980.00	\$ 9,432.00 \$ (3,224.00)	\$ 22,356.00	\$ 5,940.00	\$ 28,296.00	\$ 28,296.00
6	V2.1	Visitor Information Post>single sided 1) porcelain enamel panels 2) high pressure laminate	\$ 3,772.00	\$ 1,045.00	\$ 4,817.00	\$ 22,632.00	\$ 6,270.00	\$ 28,902.00	\$ 28,902.00
1	V2.2	Visitor Information Post>double sided 1) porcelain enamel panels 2) high pressure laminate	\$ (1,460.00)	\$ -	\$ (1,460.00)	\$ -	\$ (8,760.00)	\$ (8,760.00)	\$ (8,760.00)
		Secondary Park ID>freestanding/single-sided	\$ 6,984.00	\$ 1,045.00	\$ 8,029.00	\$ 6,984.00	\$ 1,045.00	\$ 8,029.00	\$ 8,029.00
3	A2.0	Secondary Park ID>freestanding/single-sided	\$ (2,920.00)	\$ -	\$ (2,920.00)	\$ -	\$ (2,920.00)	\$ (2,920.00)	\$ (2,920.00)
			\$ 1,598.00	\$ 987.00	\$ 2,585.00	\$ 4,794.00	\$ 2,961.00	\$ 7,755.00	\$ 7,755.00

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

\$ 19,167.00
 \$ 10,000.00

Project Total: \$ 259,736.00

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

This document has important legal consequences, Consultation with an attorney is encouraged with respect to its completion or modification.

BOND AMOUNT:

10% of bid

Any singular reference to Contractor, Surety, Owner or other party shall be considered plural where applicable.

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

Exterior Sign System - City-Wide Wayfinding - GD Project #48.02

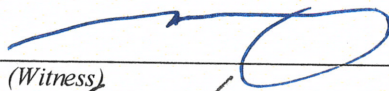
The Contractor and Surety are bound to the Owner in the amount set forth above, for the payment of which the Contractor and Surety bind themselves, their heirs, executors, administrators, successors and assigns, jointly and severally, as provided herein. The conditions of this Bond are such that if the 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

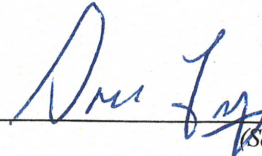

(Witness)

Geograph Industries Inc

(Principal)

EVP

(Title)


(Seal)

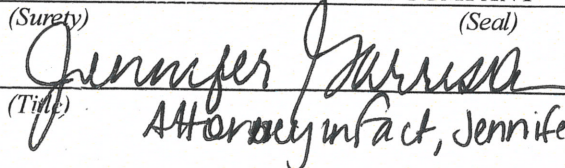

(Witness)

THE CINCINNATI INSURANCE COMPANY

(Surety)

(Seal)

(Title)


Attorney in fact, Jennifer Garrison

THE CINCINNATI INSURANCE COMPANY

Fairfield, Ohio

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

Stacy A. Justice

Vice President

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.



Mark J. Huller

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

Scott R. Bolan

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.

A handwritten signature in black ink, appearing to read "William M. Gardner".

William M. Gardner
Secretary of State

ANN M. LEGERE, CPPB
Deputy Finance Director
a.legere@dover.nh.gov

LIBBY M. SIMMONS
Purchasing Agent
l.simmons@dover.nh.gov



288 Central Avenue
Dover, New Hampshire 03820-4169

(603) 516-6030
Fax: (603) 516-6097
www.dover.nh.gov

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

ANN M. LEGERE, CPPB
Deputy Finance Director
a.legere@dover.nh.gov

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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 Programing 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

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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								
Qty	Type	Description	Unit Fabrication	Unit Installation	Unit Total	Combined Fabrication	Combined Installation	Combined Total
1	G1.0	Primary Gateway > arc grid/freestanding	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
6	G2.0	Secondary Gateway > freestanding	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		add/alt. option: breakaway base	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
8	D1.0	Primary Directional > freestanding	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		add/alt. option: breakaway base	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
1	D1-4	Primary Directional > panel only: on existing mast arm post	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
10	D2.0	Secondary Directional > freestanding	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
11	D3.0	Tertiary Directional > freestanding	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
1	D3.P	Tertiary Directional > panel only: mounted on existing post TBD	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4	D4	Parking Directional > panel only	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4	D5	Offsite Directional > panel only	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4	D6.0	Pedestrian Directional > freestanding	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
3	V1.0	Visitor Information Table: 1). porcelain enamel graphic panels	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		2). high-pressure laminate graphic panels	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
6	V2.1	Visitor Information Post > single-sided: 1). porcelain enamel panels	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		2). high-pressure laminate	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
1	V2.2	Visitor Information Post > double-sided: 1). porcelain enamel panels	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		2). high-pressure laminate	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
3	A2.0	Secondary Park ID > freestanding /single-sided	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

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

\$ -

Related Costs: estimated/plus % projected

\$ -

Project Total: \$ -

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Deputy Finance Director
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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



Exhibits • Signage • Museums • Branding

**GEOGRAPH
INDUSTRIES, INC.**

"Turnkey Projects. Exceptional Service."

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.

EXHIBITS

MUSEUMS

SIGNAGE

BRANDING

TITLE PAGE

Geograph Industries, Inc.

475 Industrial Dr.

Harrison, OH. 45030

Phone (513)202-9200

Fax (513) 202-9299

mattpanzeca@geograph-ind.com

Contact: Matt Panzeca



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**GEOGRAPH
INDUSTRIES, INC.**

"Turnkey Projects. Exceptional Service."

Geograph's Project Approach



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**GEOGRAPH
INDUSTRIES, INC.**

"Turnkey Projects. Exceptional Service."

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 procure as required.

ABOUT GEOGRAPH



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 year's 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



Exhibits • Signage • Museums • Branding

**GEOGRAPH
INDUSTRIES, INC.**

Turnkey Projects. Exceptional Service.

EXHIBITS

MUSEUMS

SIGNAGE

BRANDING

Geograph Industries, Inc. Company Bios

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.

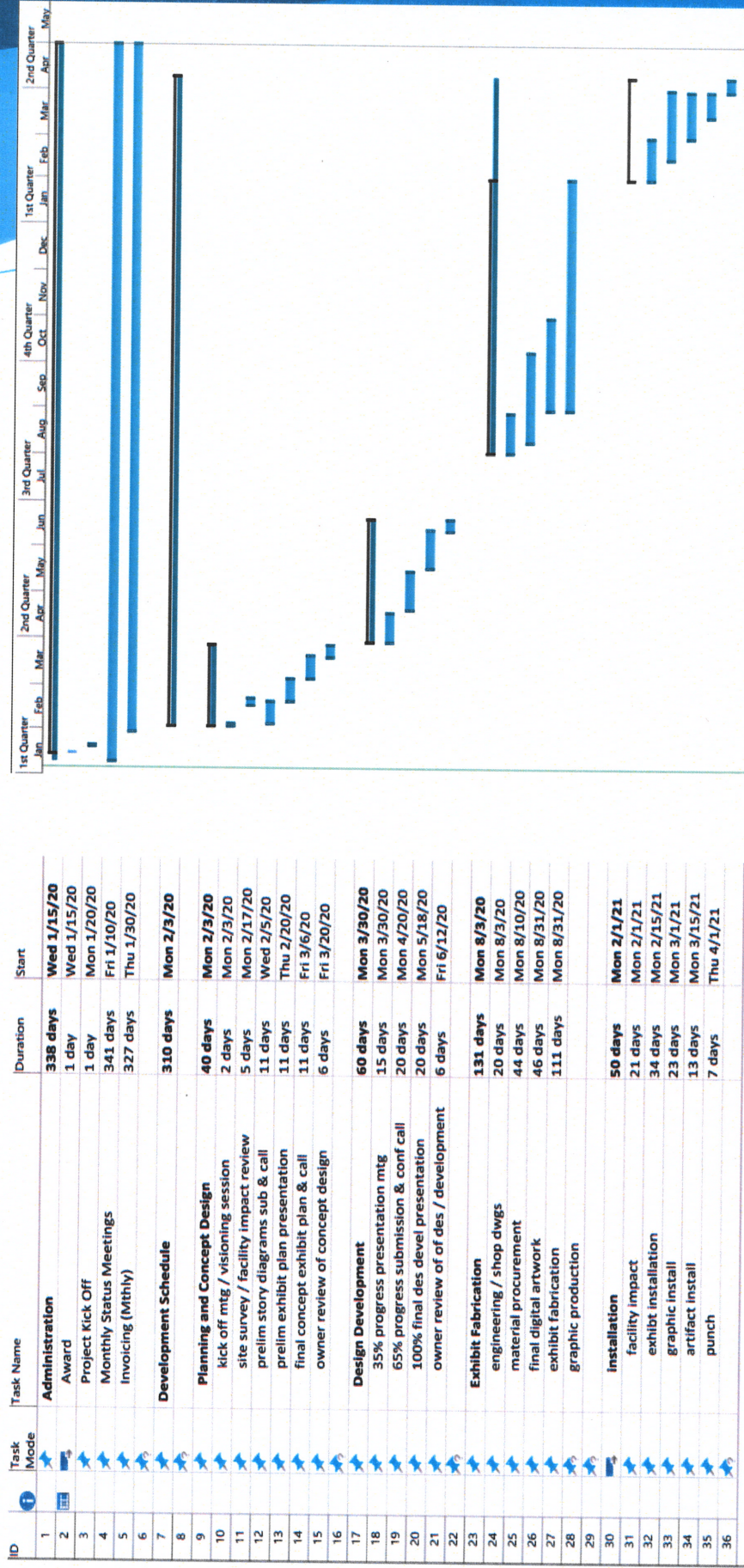
Matt Panzeca: Project Administration / Graduated with a BA from Mount St. Joseph University with a degree in Business / 14 years of experience in the exhibit and signage industry.

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 Rolli: 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





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

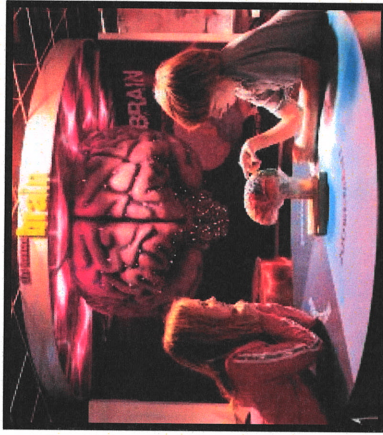
Western Southern Tennis Open

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

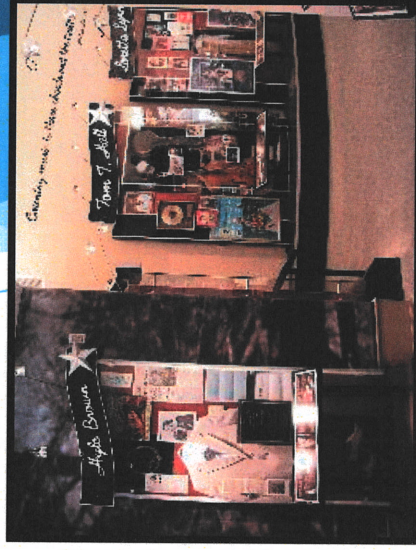
Museum of Science and Technology - Syracuse, New York

Us 23 Country Music Highway Museum

Washington Monument Interpretive Center



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INDUSTRIES, INC.
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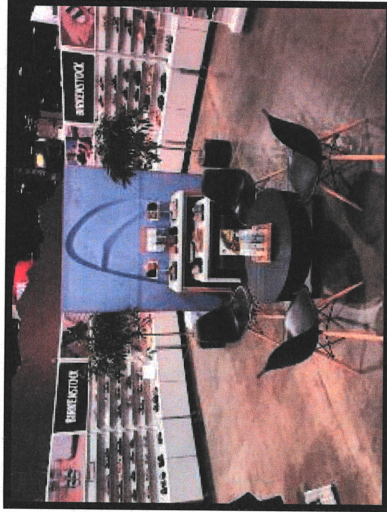
SAMPLE CLIENT LISTING

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

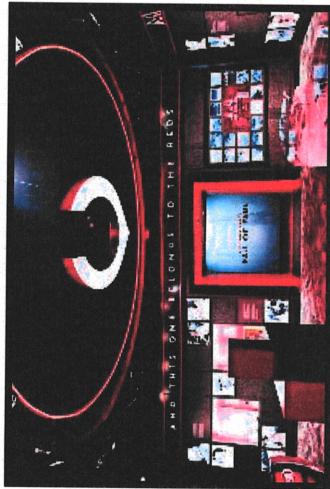
Phillip Edison & Company

Hush Puppies - Wolverine Worldwide

Merrell - Wolverine Worldwide



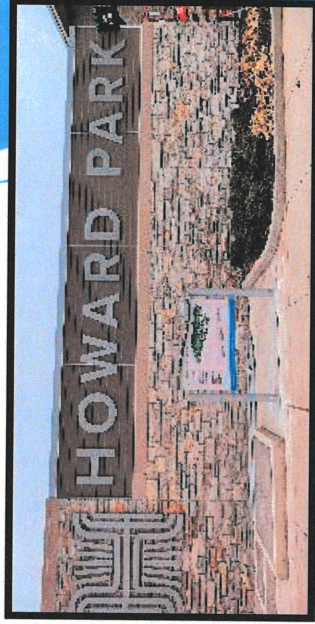
References



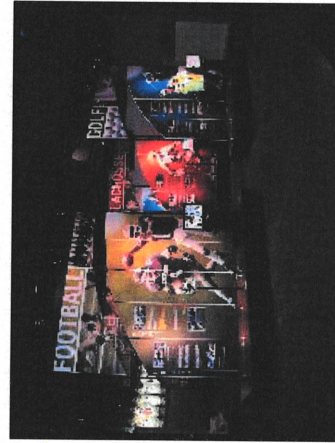
Cincinnati Reds Hall of Fame & Museum
Contact: Jason Dell
Phone: 513.765.7023
jdell@reds.com



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



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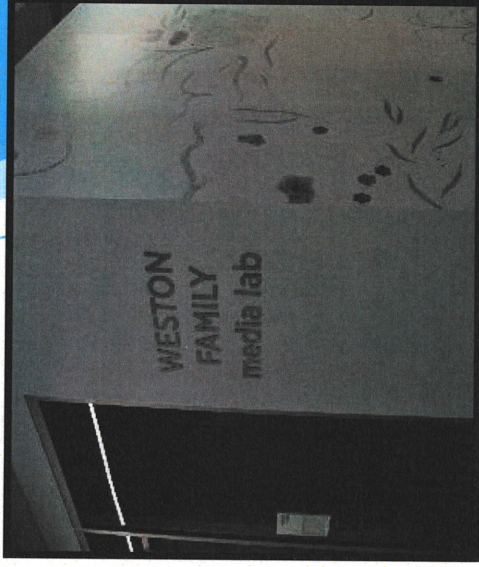
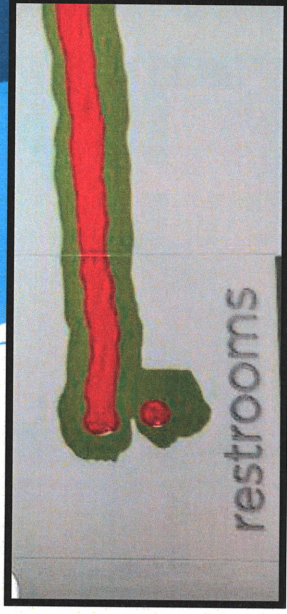
EXHIBITS

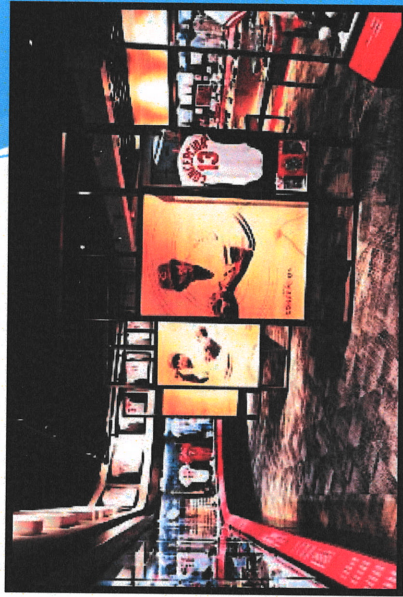
MUSEUMS

SIGNAGE

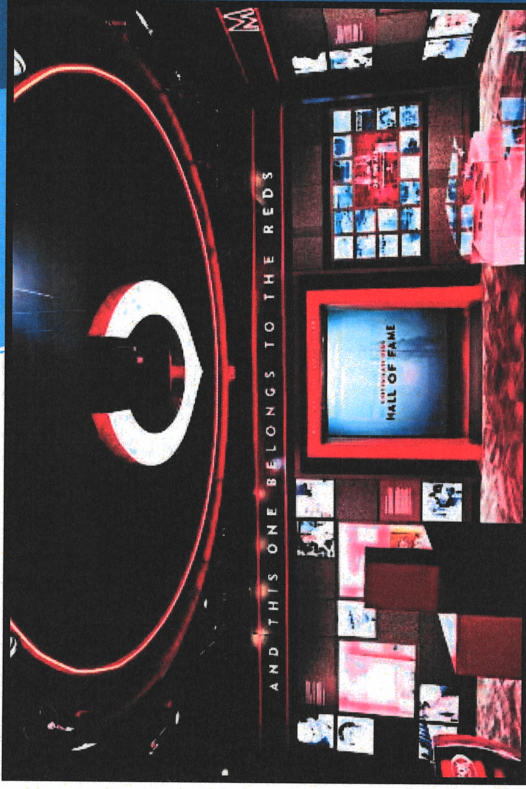
BRANDING

**Madison Public Library
Madison, WI. - Designed by
MSR Design, Fabricated &
Installed by Geograph
Industries, Inc.**

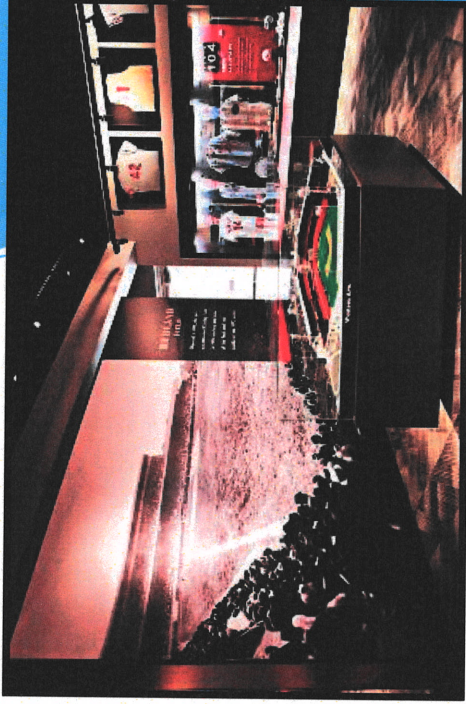




Cincinnati Reds Hall of Fame & Museum
- Cincinnati, OH.



Cincinnati Reds Hall of Fame & Museum -
Cincinnati, OH.

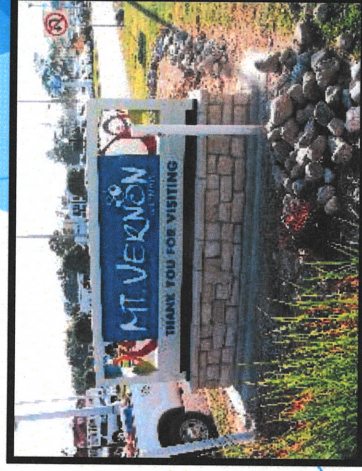
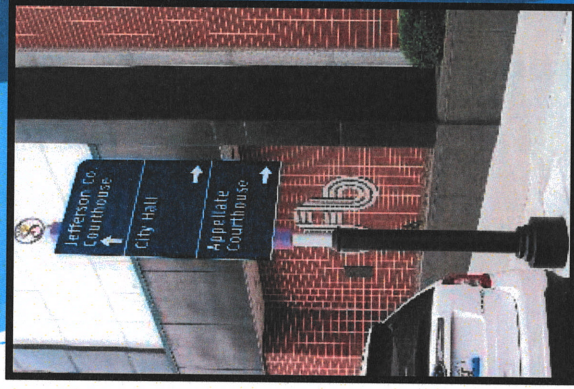


Cincinnati Reds Hall of Fame & Museum
- Cincinnati, OH.

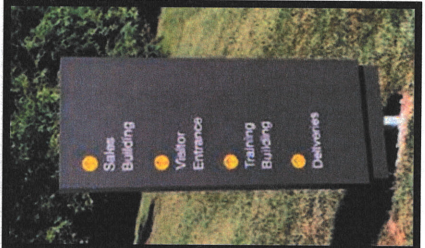
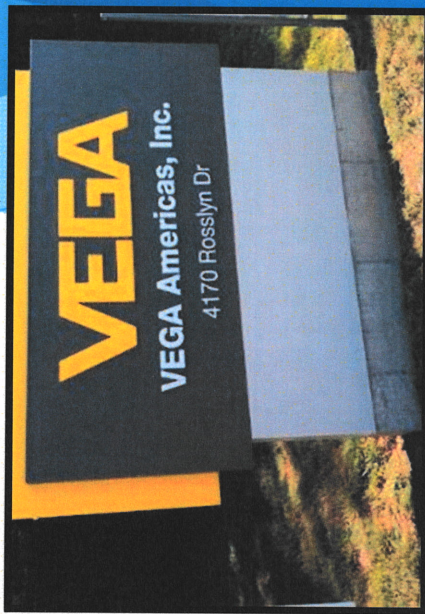
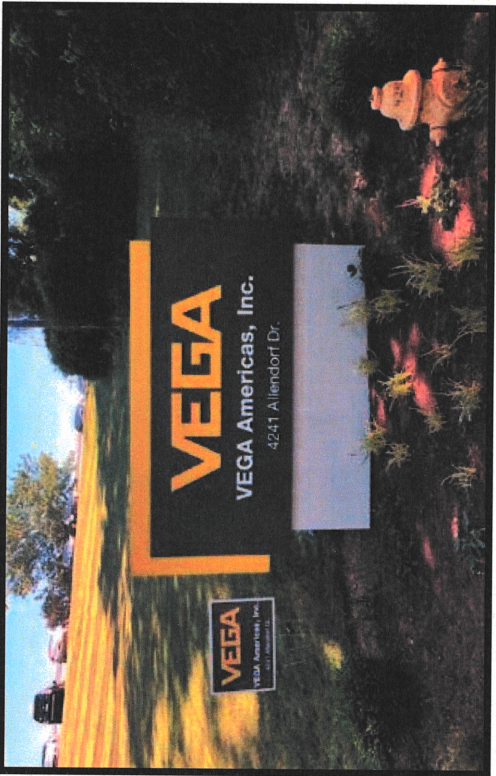
**Butler Rural Electric
Cooperative Exterior
Signage-Designed,
Fabricated, and
Installed by Geograph
Industries, Inc.**



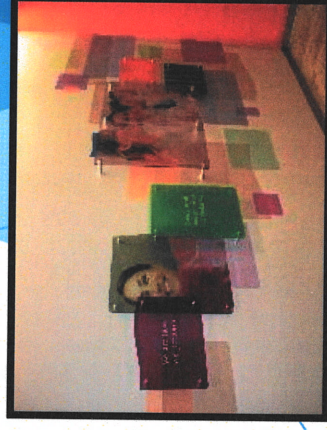
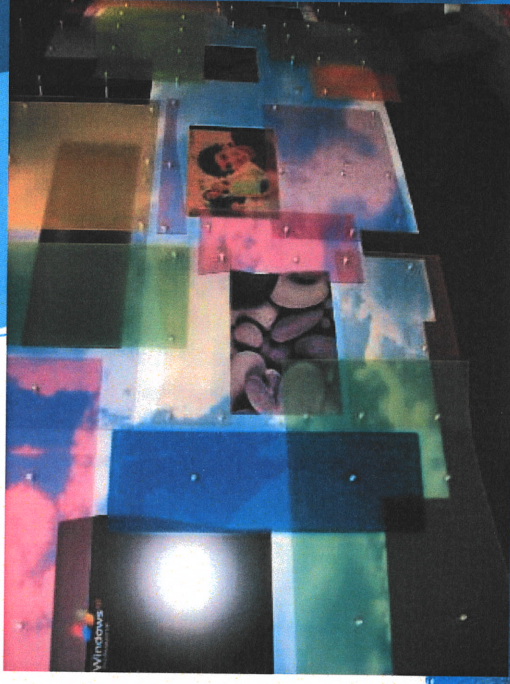
**Mt. Vernon, Illinois
Exterior Wayfinding
Signage - Fabricated
and Installed by
Geograph Industries,
Inc.**

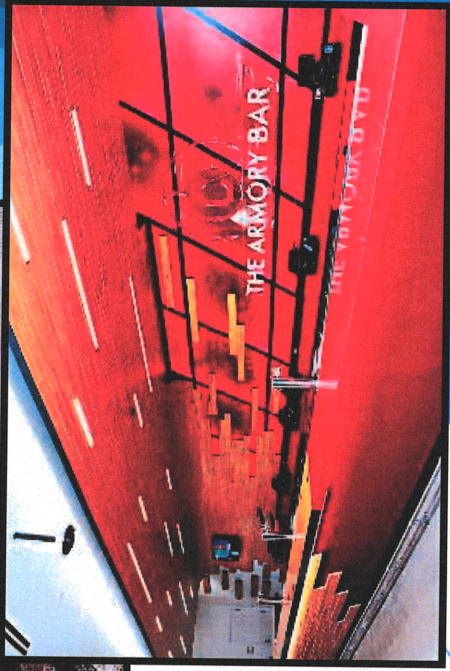


**Vega Americas Inc.
Exterior Signage -
Fabricated and
Installed by Geograph
Industries, Inc.**

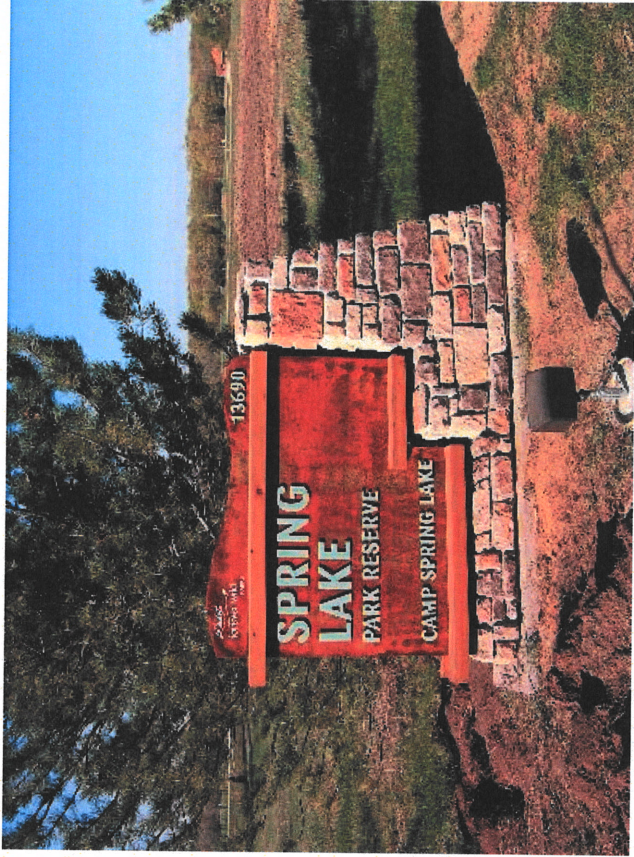
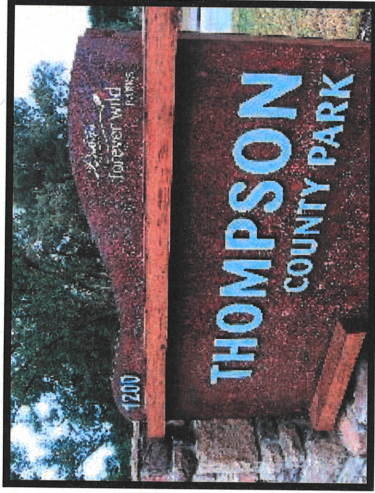


**Care Source -
Dayton, Ohio
Designed by BHDP,
fabricated and
installed by
Geograph Industries,
Inc.**





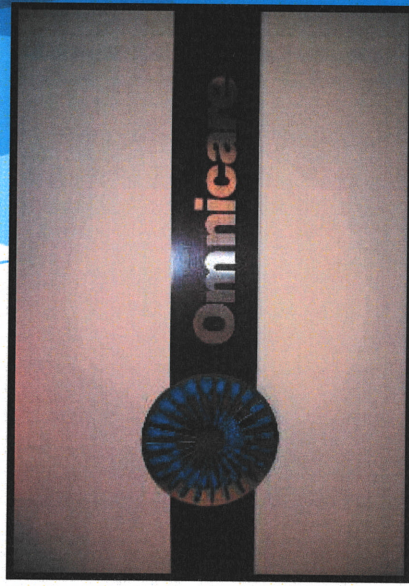
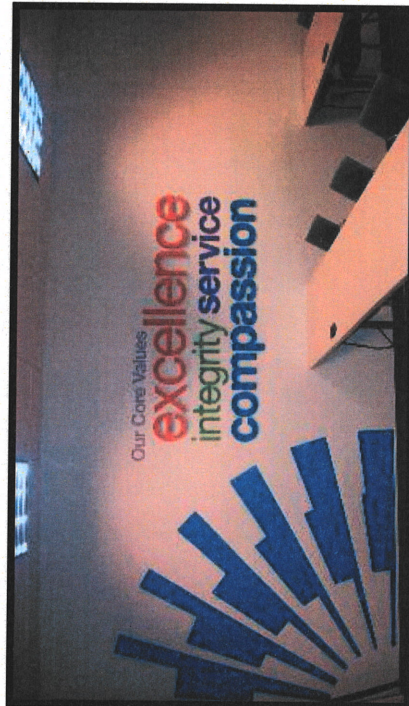
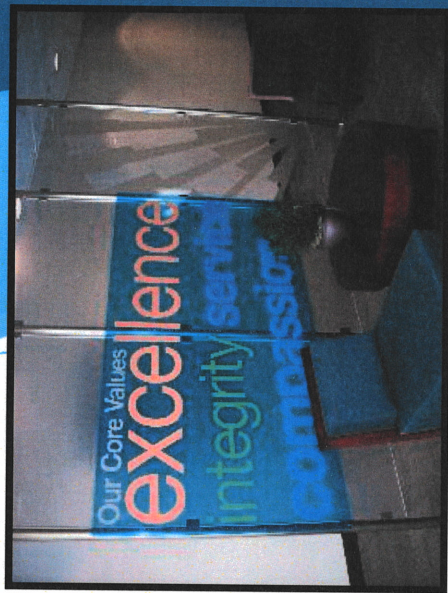
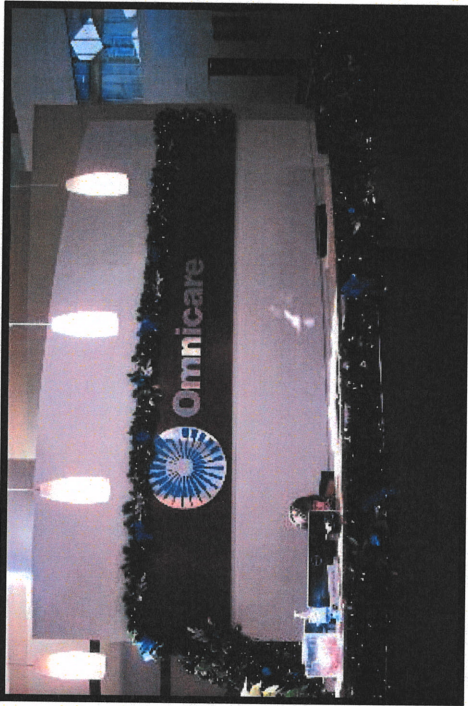
University of Cincinnati
 Fifth Third Arena -
 Designed by UC and
 Moody-Nolan / Fabricated
 and Installed by
 Geograph Industries, Inc.



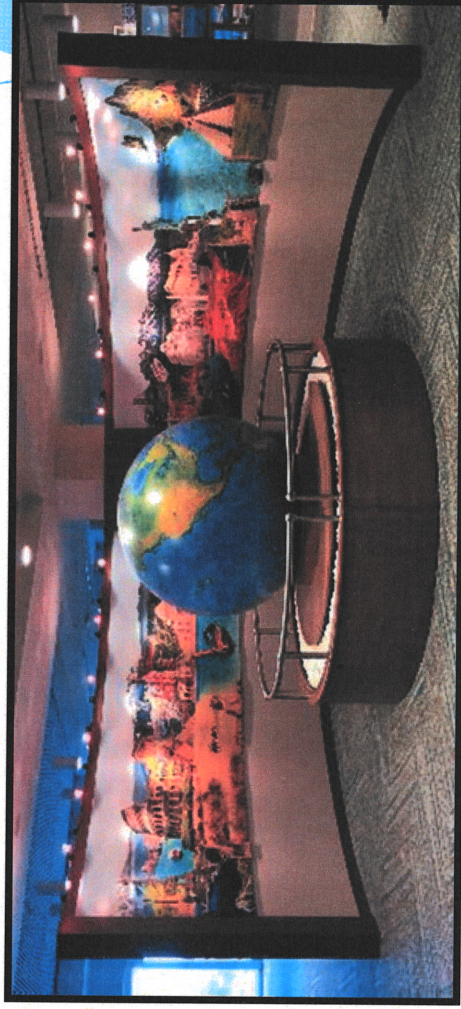
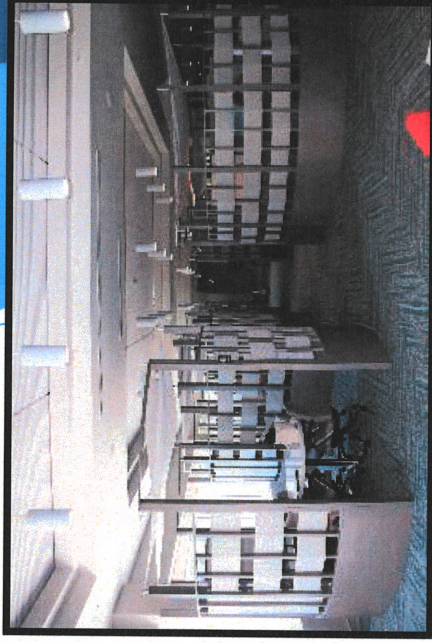
Dakota County
Forever Wild Parks,
Minnesota Designed by
Parsons in association with
Vacket and Dakota
County, fabricated and
installed by Geograph
Industries, Inc.



**Omnicare, Office
Branding and
Signage - Fabricated
and Installed by
Geograph Industries, Inc.**



**Westin Cancun Vistana
Sales Gallery - Designed
by Vistana Signature
Experiences, Fabricated
and Installed by
Geograph Industries, Inc.**



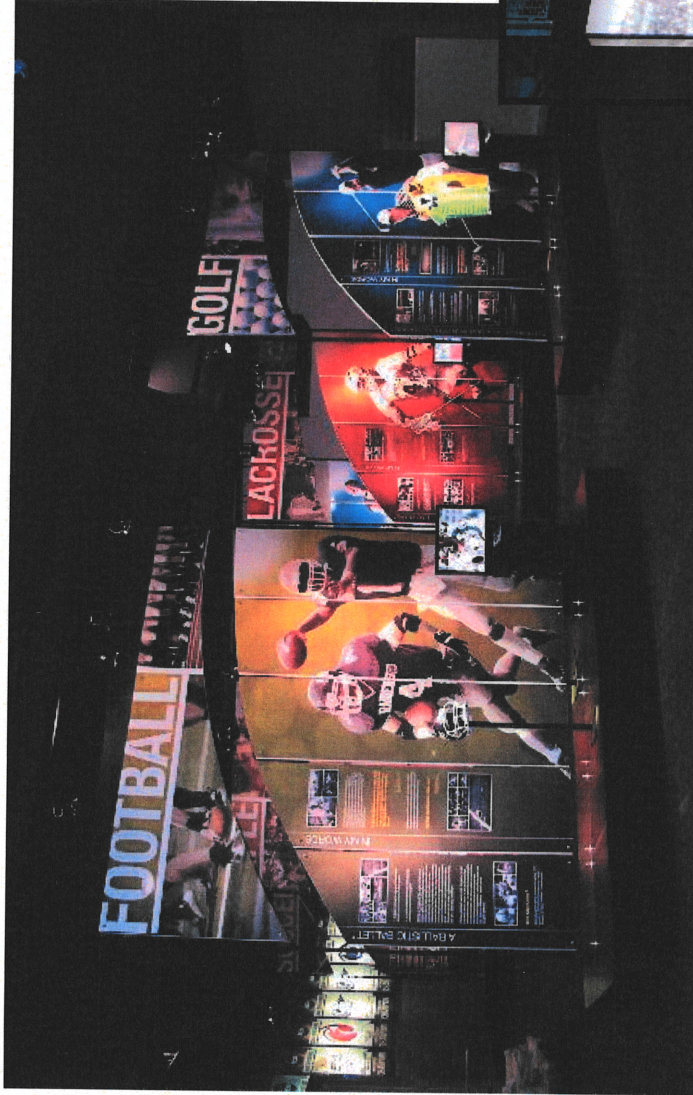


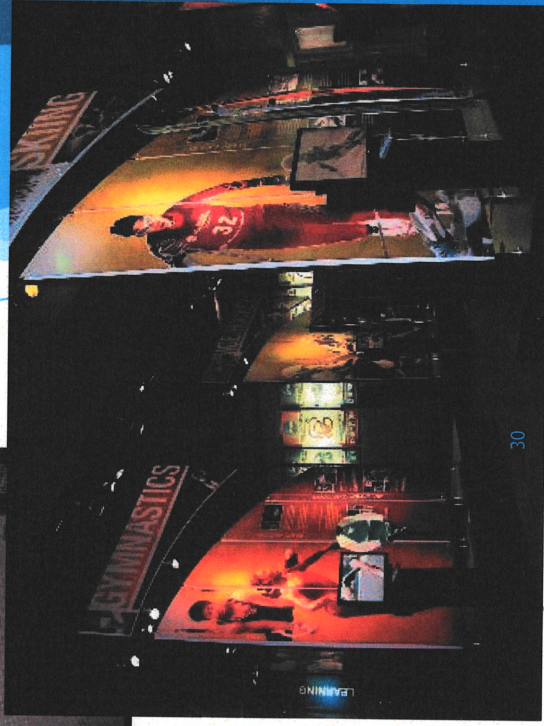
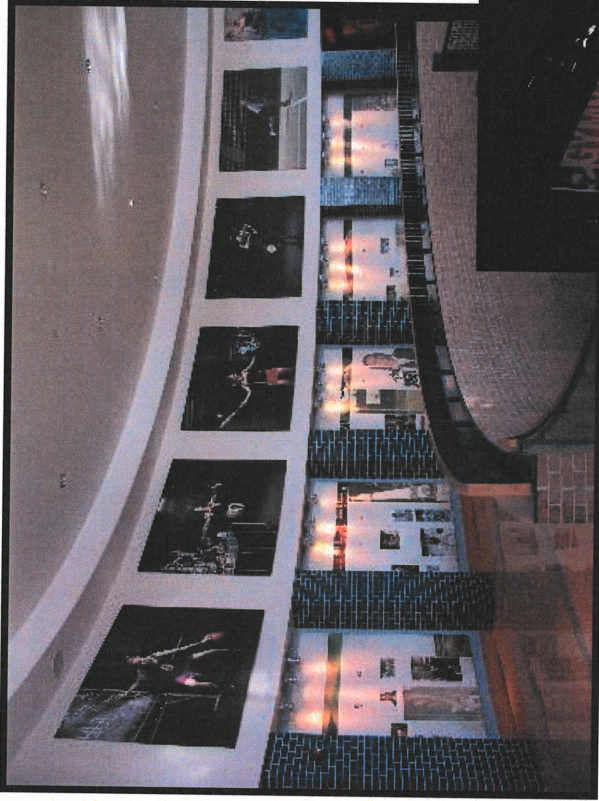
Country Music Hall of Fame & Museum-Renfrow Valley, KY.

Country Music Hall of Fame & Museum - Renfrow Valley, KY.

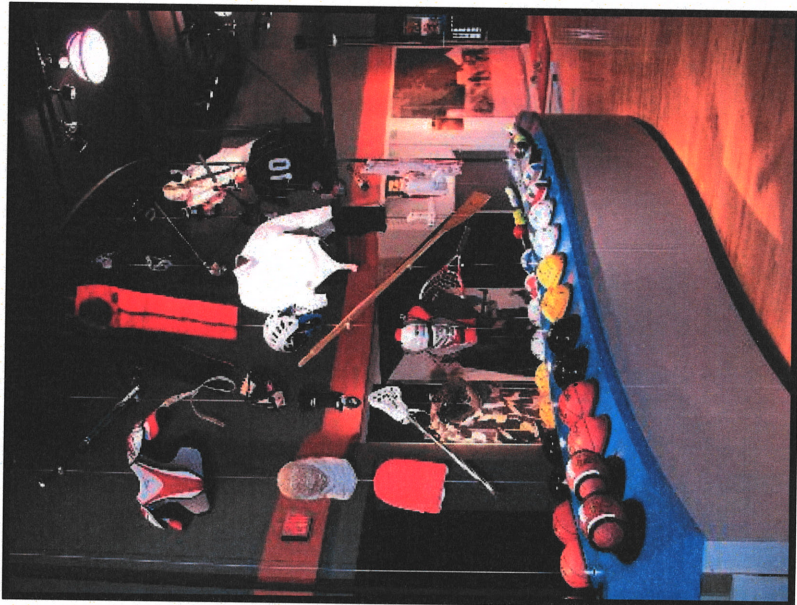


NCAA Hall of Champions - Indianapolis, IN.





NCAA Hall of Champions
- Indianapolis, IN.



Jim Beam American Stillhouse
Clermont, Ky.

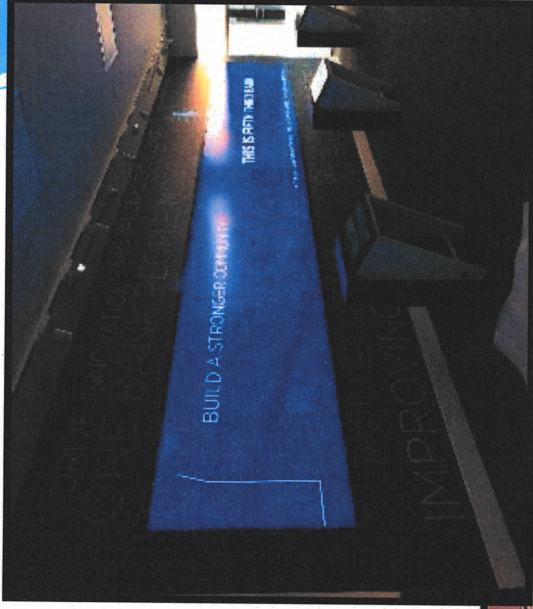




Crayola Experience - Easton, PA.



Crayola Experience Easton, PA.



Fifth Third Bank Museum -
Cincinnati, OH.

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Recommendations available upon request

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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
 - a. (o) 513.202.9200, (c) 513.226.0476, (f) 513.202.9299
 - 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 mhecquet@gettothebc.com
 - ii. 8756 Union Center Blvd., Butler County, OH 45069
 - d. University of Cincinnati – 5/3rd Arena Signage/Graphics
 - 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
 - d. Bridge Park, OH – Interior/Garage Signage - \$346,354 – Complete 4/1/20
 - 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. Nothern – 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
- 13) Acknowledge Addendums No. 1 (3/5/2020), 2 (5/13/20), 3 (3/19/20), 4 (3/23/20)