

DANIEL P. McCOY  
COUNTY EXECUTIVE


COUNTY OF ALBANY  
DEPARTMENT OF PUBLIC WORKS  
449 NEW SALEM ROAD  
VOORHEESVILLE, NEW YORK 12186-4826  
(518) 765-2055 - FAX (518) 447-7047  
[WWW.ALBANYCOUNTY.COM](http://WWW.ALBANYCOUNTY.COM)

LISA M. RAMUNDO, PE  
COMMISSIONER

SCOTT D. DUNCAN  
DEPUTY COMMISSIONER

## RECOMMENDATION NOTICE

**TO:** Pamela O'Neil Purchasing Agent

**FROM:** Lisa M. Ramundo, Commissioner 

**DATE:** November 1, 2023

**RE:** Purchase of a Truck Mounted Message Sign with Large Display

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Upon review of the three (3) quotes that were received regarding the aforementioned purchase, I would like to recommend Motion Industries.

Public Works would like to recommend the purchase of one (1) **Truck Mounted Message Sign with Large Display** for \$12,427.00 from Motion Industries.

If you have any questions, please feel free to contact my office.



# Quote

## MOTION INDUSTRIES

12 JUPITER LANE  
 ALBANY, NY 12205  
 PHONE : 5184381771  
 FAX : 5184381199

**Date:** 10/31/23

Note: Due to recent volatility of raw materials, price and delivery are subject to change based on availability at time of order.

Requests for statutory and regulatory documentation (REACH, RoHS, California Prop 65, Conflict Minerals, Certificates of Conformance, Safety Data Sheets, and other applicable compliance documents) for the product(s) in this order must be communicated by the customer to the Motion Industries, Inc. sales representative at the time the order is placed. Motion Industries, Inc. cannot accept requests for these documents after completion of the sale.

**To:**  
 DEPT OF PUBLIC WORKS  
 COMM DARRELL DUNCAN  
 449 NEW SALEM RD  
 VOORHEESVILLE, NY 12186  
 PO: RFQ  
 Sourcewell Contract # 091422-MII

**Quote Number:** NY04 - 0000699139  
**Customer RFQ:** RFQ  
**FOB:** FOB ORG,FRT PP&ADD  
**Order Sent By:** JANINE  
**Payment Terms:** 1% 10TH & 25TH NET 30  
**Delivery:** STOCK UNLESS NOTED

DIRECT SHIP CARRIER: UPS GROUND SERVICE

| Description                                                                                                   | Manufacturer | Quantity       | Unit | Unit Price   | Amount      |
|---------------------------------------------------------------------------------------------------------------|--------------|----------------|------|--------------|-------------|
| <b>LINE ITEM: 001</b>                                                                                         |              |                |      |              |             |
| WVMBM- 3LP                                                                                                    |              | 1              | EA   | \$11,176.470 | \$11,176.47 |
| EST 4 WEEK LEAD TIME                                                                                          |              |                |      |              |             |
| ITEM NO: 99999999                                                                                             | MISC. 00111  | Expected Date: |      |              |             |
| FREIGHT: 1,250.00                                                                                             |              |                |      |              |             |
| TRUCK-MOUNTED MESSAGE SIGN WITH LARGE DISPLAY                                                                 |              |                |      |              |             |
| MATRIX DISPLAY: 12 VARIABLE FONTS, FULL RANGE OF MUTCD                                                        |              |                |      |              |             |
| GRAPHICS, WEATHER-RESISTANT ALUMINUM CABINET, POWDER-COATED FLAT BLACK, LEXAN® WINDOW, STAINLESS STEEL HINGES |              |                |      |              |             |
| TOUCHSCREEN CONTROLLER: CAPACITIVE 7 TOUCHSCREEN                                                              |              |                |      |              |             |
| CONTROLLER, FULL-COLOR TOUCHSCREEN DISPLAY, MULTI-LEVEL                                                       |              |                |      |              |             |
| PASSWORD PROTECTION, NTCIP COMPLIANT, EASY TO USE                                                             |              |                |      |              |             |

BUYER UNDERSTANDS AND AGREES THAT GOODS PRESENTED TO BUYER PURSUANT TO THIS INVOICE ARE BEING TENDERED CONTINGENT UPON BUYER'S AGREEMENT TO ALL OF MOTION'S TERMS AND CONDITIONS RELATED TO SALES. MOTION'S TERMS AND CONDITIONS ARE AVAILABLE AT THE MOTION BRANCH OR AT WWW.MOTION.COM. BUYER'S ACCEPTANCE OF THE DELIVERY OF THE GOODS SHALL CONFIRM BUYER'S AGREEMENT TO ALL OF MOTION'S TERMS AND CONDITIONS.

| Description                                                                                                                                                     | Manufacturer | Quantity | Unit | Unit Price | Amount      |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------|----------|------|------------|-------------|
|                                                                                                                                                                 |              |          |      | SUB TOTAL: | \$11,176.47 |
|                                                                                                                                                                 |              |          |      | FREIGHT:   | \$1,250.00  |
|                                                                                                                                                                 |              |          |      | SALES TAX: | \$0.00      |
|                                                                                                                                                                 |              |          |      | TOTAL: USD | \$12,426.47 |
| <p>Want to view inventory and place orders on-line? Motion.com can meet your needs. Register On-line at <a href="http://www.Motion.com">www.Motion.com</a>.</p> |              |          |      |            |             |

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# QUOTE

5870 Tennyson Street, Arvada, Colorado 80003  
 303-427-5700 | Fax 303-427-5725 | sales@wanco.com

FOR: John Carney  
 Health & Safety Coordinator  
 Albany County Dept. of Public Works  
 449 New Salem Road  
 Voorheesville, N.Y. 12186

QUOTE NO.:  
 TODAY'S DATE: 10/24/2023  
 QUOTE EXPIRES:

| WANCO CONTACT | SHIPPING METHOD | SHIPPING TERMS | DELIVERY DATE | PAYMENT TERMS | DUE DATE |
|---------------|-----------------|----------------|---------------|---------------|----------|
| Jeff Hilliard | Flat Bed        | FOB Denver     | TBD           | Net 30        | TBD      |

| SPECIAL INSTRUCTIONS |
|----------------------|
|                      |

| QTY                | ITEM NO.  | DESCRIPTION                                                                                                                                                                                                                                                                                                                                                                                                                                           | UNIT PRICE | LINE TOTAL          |
|--------------------|-----------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------|---------------------|
| 2                  | WVMBM-3LP | Truck-Mounted Message Sign with Large Display<br><b>Matrix Display:</b> 12 Variable Fonts, Full Range of MUTCD Graphics, Weather-Resistant Aluminum Cabinet, Powder-Coated Flat Black, Lexan® Window, Stainless Steel Hinges<br><b>Touchscreen Controller:</b> Capacitive 7" Touchscreen Controller, Full-color Touchscreen Display, Multi-level Password Protection, NTICIP Compliant, Easy to Use<br>2 Year Wanco Manufactured Electronics Warranty | \$12,400   | <del>\$24,800</del> |
| SUBTOTAL           |           |                                                                                                                                                                                                                                                                                                                                                                                                                                                       |            | <del>\$24,800</del> |
| FREIGHT \$1,000.00 |           |                                                                                                                                                                                                                                                                                                                                                                                                                                                       |            | <del>\$2,000</del>  |
| TOTAL              |           |                                                                                                                                                                                                                                                                                                                                                                                                                                                       |            | <del>\$26,800</del> |

**\$13,400.00**

To ensure prompt processing of your accepted quotation, please sign below and return this form to your Customer Service Representative.

I hereby accept this quotation: \_\_\_\_\_  
 Signed \_\_\_\_\_ Date \_\_\_\_\_

Please print name: \_\_\_\_\_ PO or Ref. # \_\_\_\_\_

Quotation prepared by: Jeff Hilliard \_\_\_\_\_


THANK YOU FOR CONSIDERING WANCO  
 Driving traffic safety for 25 years.

**Tashjian, Christine**

**From:** Carney, John  
**Sent:** Wednesday, November 1, 2023 11:39 AM  
**To:** Tashjian, Christine  
**Subject:** FW: Your MSC Quote - Cust Ref #TRUCK MTD SIGN

I replied and asked about pricing for just for one sign.

**From:** BRANCHSPR@mscdirect.com <BRANCHSPR@mscdirect.com>  
**Sent:** Wednesday, November 1, 2023 11:24 AM  
**To:** pyckoc@mscdirect.com; Carney, John <John.Carney@albanycountyny.gov>  
**Subject:** Your MSC Quote - Cust Ref #TRUCK MTD SIGN



**QUOTE**

VENDOR ID 1000006580 /PC69878

**Order Online** ▶

**Quote # 27724685**

**Customer Reference #** TRUCK MTD SIGN

**Quoted by:** V08 CATHY PYCKO\* CHP

**Phone:** 800-752-7505

**Expiration Date:** 11/30/2023

**Number of lines:** 2

**Quote total:** \$27,860.00

**Customer Info**

**Contact:** JOHN CARNEY  
**Phone:** 518-447-5585

**Bill To:**  
ALBANY CNTY DEPT PUBLIC WORKS  
449 NEW SALEM RD  
VOORHEESVILLE, NY 12186

**Ship To:** 01761214  
ALBANY CNTY.DEPT.PUBLIC WORKS  
449 NEW SALEM RD  
VOORHEESVILLE, NY 12186

**Notes**  
Good morning John,  
We will look forward to hearing from you.  
Best regards,  
Cathy Pycko

| Line                                                              | Item#    | Big Book@<br>Page # | Qty | Unit Price            | Ext. Price             |
|-------------------------------------------------------------------|----------|---------------------|-----|-----------------------|------------------------|
| 1                                                                 | 83705434 | none                | 2   | \$12,930.00           | <del>\$25,860.00</del> |
| <b>Description:</b> TRUCK MOUNTED MESSAGE SIGN WITH LARGE DISPLAY |          |                     |     |                       |                        |
| 2                                                                 | 93479640 | none                | 1   | <del>\$2,000.00</del> | \$2,000.00             |
| <b>Description:</b> FLAT BED TRUCK SHIPMENT QIA                   |          |                     |     |                       |                        |
| <b>Total Quote Value:</b> <del>\$27,860.00</del>                  |          |                     |     |                       | \$13,930.00            |

**Thank you for allowing us the opportunity to quote your requirements.**  
Quoted price will only be reflected on web in the shopping options section under quotes.

If you have any questions or concerns, please contact your local MSC Team toll-free at 800-752-7505 or email us at [customer@mscdirect.com](mailto:customer@mscdirect.com).

## Tashjian, Christine

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**From:** Carney, John  
**Sent:** Tuesday, October 31, 2023 2:15 PM  
**To:** Tashjian, Christine  
**Subject:** FW: [\*\*External\*\*]: RFQ

WW Grainger, declined to quote for the Wanco sign board.

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**From:** Carney, John  
**Sent:** Friday, October 27, 2023 3:11 PM  
**To:** Cook, Stacie <stacie.cook@grainger.com>  
**Subject:** RE: [\*\*External\*\*]: RFQ

Ok. Thank you.

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**From:** Cook, Stacie <stacie.cook@grainger.com>  
**Sent:** Friday, October 27, 2023 3:10 PM  
**To:** Carney, John <John.Carney@albanycountyny.gov>  
**Subject:** RE: [\*\*External\*\*]: RFQ

This is not an area we specialize in so we are declining to quote

Warmest regards,

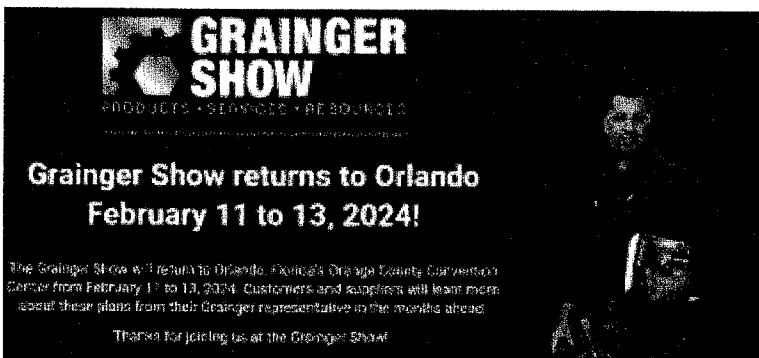
Stacie Cook

Account Manager | Public Sector | W.W. Grainger

Cell 838.250.4974 | [stacie.cook@grainger.com](mailto:stacie.cook@grainger.com)

NYS Government Customer Support: (866) 299-8744

35 Corporate Circle | Albany, NY 12203 | [www.grainger.com](http://www.grainger.com)



QuestView? Please contact your Grainger Account Manager or Representative.

