

New York State Office Of General Services  
New York State Procurement  
Corning Tower Building  
Empire State Plaza  
Albany, New York 12242  
www.ogs.ny.gov

## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE

**AWARD NUMBER:** [21253](#)

**DATE:** July 24, 2013

**GROUP:** 38614 - Traffic Safety Equipment -  
Highway Roadway Safety Barriers -  
(Crash Cushions, & Truck Mounted Attenuators:  
Systems, Parts & Accessories) (Statewide)

**PLEASE ADDRESS INQUIRIES TO:**

**STATE AGENCIES & CONTRACTORS**

Jim Malone  
Contract Management Specialist I  
(518) 473-2428  
James.Malone@ogs.ny.gov

**CONTRACT PERIOD:** September 11, 2008 to September 30, 2013

**OTHER AUTHORIZED USERS**

Customer Services  
(518) 474-6717  
customer.services@ogs.ny.gov

**CONTRACTORS:** Eberl Iron Works, Inc., Impact Absorption, Inc., Traffix Devices, Inc.,  
Transpo Industries, Inc., Work Area Protection, Inc.

**CONTRACT #s:** PC64073 through PC64074, and PC64076 through PC64078

**SUBJECT:** Contract Renewal

**ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

Please be advised that the State of New York and the above noted contractors have agreed to renew their contract per the terms of the award for an additional 90 day period, expiring on September 30, 2013.

Also, please be advised that the contract with Traffic Safety Service, LLC (PC64075) is not being extended.

All pricing, terms and conditions of the above contract award remain unchanged. Please audit all purchase orders and invoices accordingly. We suggest you attach this memorandum to the front of your contract award.

Should you have any questions concerning this Purchasing Memorandum, please call this office at 518-473-2428.

Please refer to the Contract Award Notification for complete information at:

<http://www.ogs.state.ny.us/purchase/spg/awards/3861421253CAN.HTM>.

All other terms and conditions of this award remain unchanged.

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Albany, New York 12242  
www.ogs.ny.gov

## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE

**AWARD NUMBER:** [21253](#)

**DATE:** October 30, 2012

**GROUP:** 38614 - Traffic Safety Equipment -  
Highway Roadway Safety Barriers -  
(Crash Cushions, & Truck Mounted Attenuators:  
Systems, Parts & Accessories) (Statewide)

**PLEASE ADDRESS INQUIRIES TO:**

**STATE AGENCIES & CONTRACTORS**

Jim Malone  
Purchasing Officer I  
(518)473-2428  
James.Malone@ogs.ny.gov

**CONTRACT PERIOD:** September 11, 2008 to June 30, 2013

**OTHER AUTHORIZED USERS**

Customer Services  
(518) 474-6717  
customer.services@ogs.ny.gov

**CONTRACTOR:** Traffix Devices Inc.

**CONTRACT #s:** PC64076

**SUBJECT:** Price List Update

**ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

Per the Terms and Conditions of the aforementioned contract, Traffix Devices Inc. has updated their price lists.

The new price lists are contained and are noted as **Price List #2 – Updated October 2012**, under the **Pricing Information Section** and the **Contractor's Tab** of the **OGS contract website** at:  
**<http://www.ogs.state.ny.us/purchase/spg/awards/3861421253CAN.HTM>**.

They represent changes made by the contractors and their suppliers as published in their respective 2012 price lists, received earlier this year.

Price changes are in accordance with fluctuations of targeted industry pricing indices as noted in the original award from the date of the bid opening until September of 2012.

The price list has deleted discontinued and duplicated products as well as a number of items determined subsequent to award to no longer meet applicable specifications. These include products using engineer grade reflective material, and mesh signage material. Also discontinued were Wanco Arrow Boards for Truck and Trailer Attenuators. These products were replaced by similar items manufactured by Trafcom Inc. at lower pricing within the allowed index range.

New items were added to the catalog, including the SLED Longitudinal Energy Dissipater for shielding blunt ends of barriers, The Traffix Sentry Water/Cable Barrier Wall, both federally approved Test Level 2 & 3 crash cushions; The Scorpion TMA Fast Track, an accessory for faster and easier mounting of Scorpion Truck Mounted Attenuators; Turboflare AA, An LED based electronic emergency warning light which replaces old-fashioned incendiary road flares; and Traffix Alert Rumble Strips a deployable driver alert system.

All other terms and conditions of this award remain unchanged.

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Albany, New York 12242  
<http://www.ogs.ny.gov>

## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE

**AWARD NUMBER:** [21253](#)

**DATE:** March 14, 2012

**GROUP:** 38614 - Traffic Safety Equipment -  
Highway Roadway Safety Barriers  
(Crash Cushions, & Truck Mounted Attenuators:  
Systems, Parts & Accessories) (Statewide)

**PLEASE ADDRESS INQUIRIES TO:**  
**STATE AGENCIES & CONTRACTORS**

Jim Malone  
Purchasing Officer I  
(518)473-2428  
[James.Malone@ogs.ny.gov](mailto:James.Malone@ogs.ny.gov)

**CONTRACT PERIOD:** September 11, 2008 to June 30, 2013

**OTHER AUTHORIZED USERS**

Customer Services  
(518) 474-6717  
[customer.services@ogs.ny.gov](mailto:customer.services@ogs.ny.gov)

**CONTRACTOR:** Traffix Devices, Inc.  
**CONTRACT #:** PC64076

**SUBJECT:** Change of contact information.

**ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

The above noted contractor has submitted notification of a change in the Toll Free Phone number and the Fax number to be used in contacting the contractor. **Effective immediately**, Traffix Devices, Inc. may be reached **toll free** at **(888) 930-5663**. The Fax number is now **(949) 361-9205**.

All other terms and conditions of this award remain unchanged.

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## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE

**AWARD NUMBER:** [21253](#)

**DATE:** November 22, 2011

**GROUP:** 38614 - TRAFFIC SAFETY EQUIPMENT-  
Highway Roadway Safety Barriers -  
(Crash Cushions, & Truck Mounted  
Attenuators: Systems, Parts & Accessories)  
(Statewide)

**PLEASE ADDRESS INQUIRIES TO:**  
**STATE AGENCIES & CONTRACTORS**

Jim Malone  
Purchasing Officer I  
(518)473-2428  
james.malone@ogs.ny.gov

**CONTRACT PERIOD:** September 11, 2008  
to June 30, 2013

**OTHER AUTHORIZED USERS**

Customer Services  
(518) 474-6717  
customer.services@ogs.ny.gov

**CONTRACTOR:** IMPACT ABSORPTION, INC.  
**CONTRACT NO.:** PC64074

**SUBJECT:** PRICE LIST CORRECTION

**ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

A pricing error was noted on page 7 of the Impact Absorption 2011 Price List Update for Item #72 - Front Collision Plate, Part #B030801. The pricing for this item was incorrect in the original 2008 published price list. The correct price for this item is \$210.00. Please note this change in your records.

All other terms and conditions of this award remain unchanged.

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## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE

**AWARD NUMBER:** [21253](#)

**DATE:** October 5, 2011

**GROUP:** 38614 - Traffic Safety Equipment -  
Highway Roadway Safety Barriers -  
(Crash Cushions, & Truck Mounted Attenuators:  
Systems, Parts & Accessories) (Statewide)

**PLEASE ADDRESS INQUIRIES TO:**

**STATE AGENCIES & CONTRACTORS**

Jim Malone  
Purchasing Officer I  
(518)473-2428  
James.Malone@ogs.ny.gov

**CONTRACT PERIOD:** September 11, 2008 to June 30, 2013

**OTHER AUTHORIZED USERS**

Customer Services  
(518) 474-6717  
customer.services@ogs.ny.gov

**CONTRACTORS:** Eberl Iron Works, Inc., and Impact Absorption, Inc.

**CONTRACT #s:** PC64073 and PC64074

**SUBJECT:** Price List Updates and Contract Award Notification Revision #2

**ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

Per the Terms and Conditions of the aforementioned contract, Eberl Iron Works, and Impact Absorption, Inc. have updated their price lists.

The new price lists are contained and are noted as **Price List #2 – Updated September 2011**, under the **Pricing Information Section** and the **Contractor's Tab** of the **OGS contract website** at:  
**<http://www.ogs.ny.gov/purchase/spg/awards/3861421253CAN.HTM>**.

They represent changes made by the contractors and their suppliers as published in their respective 2011 price lists, received earlier this year.

The Eberl Iron Works (EIW) Price List contains 537 items, of which 189 increased in price from the original 2007 contract price list; 8 received considerable decreases in price as a result of the volume of purchases in the category by the State's political subdivisions. The price increases showed an average change of 8.6% while the decreases exceeded an average 42%. Pricing for 206 items went unchanged. Additionally, 66 items were discontinued, with 46 of these items being replaced in the product line with updated versions.

Other new items were added to the catalog, including the **TTMA-100 Truck/Trailer Mounted Attenuator** product line. This product line has undergone a change in manufacturer (Gregory Industries, Inc.) from the original award and is being offered at a lower list price and higher discount rate than was previously available. These attenuators are listed on the NYSDOT Qualified Materials List. Aluminum Sign Blanks and Emergency Scene Signs have been added to supplement existing products, as have additional sign supports which were redesigned and added to accommodate new federal and State mandated codes for use in higher speed roadway locations.

Discontinued and not replaced items include Excavation Markers, Detectable Warning Systems, Building Guards, and the Drum Doctor. These product lines and manufacturers are no longer represented by the company, and there is no remaining inventory. There were no sales of these items to the State over the past five years by EIW.

(continued)

**Group 38614 - Traffic Safety Equipment - Highway Roadway Safety Barriers (Crash Cushions, & Truck Mounted Attenuators: Systems, Parts & Accessories) (Statewide) PAGE 2**

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Impact Absorption's 2008 Price List encompasses four product lines of barricades, crash cushions and attenuators, which have been updated with pricing increases for 2011. Absorb 350 Products averaged an increase of approximately 7%. Tau-II Modular Crash Cushions and parts saw an average 18.9% change while Renco barricades went up an average of 13%. Major structural steel frame and frame support accessory part components found in U-MAD Attenuators were also subject to price increases as a result of economic and market conditions. In total 530 items changed by an average 17.5%. Additionally, errors in the original 2008 pricing were discovered on four of these component parts and eight U-MAD parts system packages. The individual errors were typographical, while the systems and packages were miscalculated. The originally listed package prices were incorrectly calculated as if the package had only one unit of each item contained therein as opposed to the actual quantity of the component item being supplied as a part of system package. As there were no purchases of these items or packages, the problems went undiscovered until the evaluation of this update. The corrected pricing is consistent with the stated contents of the item packages and offers packaged savings to the contract users versus an "a la carte" parts purchase and has been retained in the price list.

Absorb 350 and Tau-II product lines are modular in nature by design and may be custom assembled to fit a variety of road conditions. As such 48 configurations were deemed redundant or unnecessary by the manufacturer (Barrier Systems) and are no longer listed as readily available in this price list. None of these configurations have been purchased for use in the State and are accepted as discontinued. They remain on the chart and listed as N/A.

Impact Absorption has added to their product list 3-Trafcom arrow boards as integrated built-in, optional accessories to the U-MAD Attenuator Line.

The pricing changes in these products are within the ranges currently taking place in the open market as shown by comparing current index values with those at the time of the bid. The Steel Bench Marker Bi-Weekly Industry Index at the time of the bid for Hot Rolled Steel Band in the USA was 621. Currently it is 768, a difference of 23.7%. At the time of the bid, the American Metals Market index for Hot Dipped Galvanized Sheet Steel and #1 Heavy Melt Scrap were 40.5 and 235 respectively. Our most recently available readings for these indices come in at 51.25 and 330, representing changes of 26.5% and 40%. Increases in ABS Thermoplastics over the period were 47.5% while HDPE Extrusion Pipe increased by 9.3%.

A revised Contract Award Notification has been issued containing these updates as well as updated contractor address information. Please refer to the Revised Contract Award Notification for complete information at <http://www.ogs.ny.gov/purchase/spg/awards/3861421253CAN.HTM>.

All other terms and conditions of this award remain unchanged.

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## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE

**AWARD NUMBER:** [21253](#)

**DATE:** June 13, 2011

**GROUP:** 38614 - Traffic Safety Equipment -  
Highway Roadway Safety Barriers -  
(Crash Cushions, & Truck Mounted Attenuators:  
Systems, Parts & Accessories) (Statewide)

**PLEASE ADDRESS INQUIRIES TO:**

**STATE AGENCIES & CONTRACTORS**

Jim Malone  
Purchasing Officer I  
(518)473-2428  
James.Malone@ogs.ny.gov

**CONTRACT PERIOD:** September 11, 2008 to June 30, 2013

**OTHER AUTHORIZED USERS**

Customer Services  
(518) 474-6717  
customer.services@ogs.ny.gov

**CONTRACTORS:** Eberl Iron Works, Inc., Impact Absorption, Inc., Traffic Safety Service, Inc.,  
Traffix Devices, Inc., Transpo Industries, Inc., Work Area Protection, Inc.

**CONTRACT #s:** PC64073 through PC64078

**SUBJECT:** Contract Renewal

**ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

Be advised that the State of New York and the above noted contractors have agreed to renew their contract per the terms of the award for an additional period, expiring on June 30, 2013.

In addition to agreeing to renew, the following changes apply to the contracts held by Eberl Ironworks, Traffix Devices, Inc. and Transpo Industries, Inc.

Eberl Iron Works (PC64073) is now extending to contract users an additional 1% discount added to the awarded discount rate on all categories for single order purchases over \$10,000 in total value.

Traffix Devices Inc. (PC64076) is adding 2% across the board to the discount rates for items covered in Product Lines 1, 2, and 3, while adding 1% on all levels of Product Line 4, They are also adding 1% to the single piece discount rate for Product Line 5.

Transpo Industries Inc. (PC64077) amended their discount rates with a 1% increase in the discount rate (from 2% to 3%) on the following product lines: NEAT, Quad-Guard Systems, Truck Mounted and Trailer Mounted Attenuators, Triton Barriers and Vulcan Barriers.

Brakemaster, Crash Cushion Barrels, Fasteners/Hardware/MP-3, Pole Safe, Break Safe and Step Safe products remain unchanged from the original award.

Please refer to the Revised Contract Award Notification for complete information at  
<http://www.ogs.ny.gov/purchase/spg/awards/3861421253CAN.HTM>.

All other terms and conditions of this award remain unchanged.

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Albany, New York 12242  
<http://www.ogs.state.ny.us>

## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE

**AWARD NUMBER:** [21253](#)

**DATE:** June 1, 2011

**GROUP:** 38614 - Traffic Safety Equipment -  
Highway Roadway Safety Barriers  
(Crash Cushions, & Truck Mounted Attenuators:  
Systems, Parts & Accessories) (Statewide)

**PLEASE ADDRESS INQUIRIES TO:**

**STATE AGENCIES & CONTRACTORS**

Jim Malone  
Purchasing Officer I  
(518)473-2428  
[james.malone@ogs.ny.gov](mailto:james.malone@ogs.ny.gov)

**CONTRACT PERIOD:** September 11, 2008 to June 30, 2011

**OTHER AUTHORIZED USERS**

Customer Services  
(518) 474-6717  
[customer.services@ogs.ny.gov](mailto:customer.services@ogs.ny.gov)

**CONTRACTORS:** Eberl Iron Works, Inc., Impact Absorption, Inc., Traffic Safety Service, Inc.,  
Traffix Devices, Inc., Transpo Industries, Inc., Work Area Protection, Inc.

**CONTRACT #s:** PC64073 through PC64078

**SUBJECT:** Contract Extension

**ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

Be advised that the State of New York has exercised its right under the terms and conditions of the above noted contracts to a unilateral one month contract extension, expiring on June 30, 2011, for all contracts included in Award 21253.

All other terms and conditions of this award remain unchanged.

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Albany, New York 12242  
<http://www.ogs.state.ny.us>

## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE

AWARD NUMBER: [21253](#)

DATE: April 7, 2010

GROUP: 38614 - Traffic Safety Equipment -  
Highway Roadway Safety Barriers  
(Crash Cushions, & Truck Mounted Attenuators:  
Systems, Parts & Accessories) (Statewide)

**PLEASE ADDRESS INQUIRIES TO:**  
**STATE AGENCIES & CONTRACTORS**

Jim Malone  
Purchasing Officer I  
(518)473-2428  
[James.Malone@ogs.state.ny.us](mailto:James.Malone@ogs.state.ny.us)

CONTRACT PERIOD: September 11, 2008 to May 31, 2011

**OTHER AUTHORIZED USERS**

Customer Services  
(518) 474-6717  
[customer.services@ogs.state.ny.us](mailto:customer.services@ogs.state.ny.us)

CONTRACTOR: Impact Absorption, Inc.  
CONTRACT #: PC64074

SUBJECT: Address Change

**ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

The above noted contractor has submitted notification of change of address effective immediately. Impact Absorption is now using a US Postal Service Box for mail and they have relocated their physical plant as follows:

<b>Mailing Address</b>	<b>Physical Plant</b>
P.O. Box 220292	233 East Shore Road, Suite 210
Great Neck, NY 11021	Great Neck, NY 11023

All other terms and conditions of this award remain unchanged.

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Procurement Services Group  
Corning Tower Building  
Empire State Plaza  
Albany, New York 12242  
<http://www.ogs.state.ny.us>

## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE

**AWARD NUMBER:** [21253](#)

**DATE:** December 14, 2009

**GROUP:** 38614 - Traffic Safety Equipment -  
Highway Roadway Safety Barriers  
(Crash Cushions, & Truck Mounted Attenuators:  
Systems, Parts & Accessories) (Statewide)

**PLEASE ADDRESS INQUIRIES TO:**  
**STATE AGENCIES & CONTRACTORS**

Jim Malone  
Purchasing Officer I  
(518)473-2428  
[James.Malone@ogs.state.ny.us](mailto:James.Malone@ogs.state.ny.us)

**CONTRACT PERIOD:** September 11, 2008 to May 31, 2011

**OTHER AUTHORIZED USERS**

Customer Services  
(518) 474-6717  
[customer.services@ogs.state.ny.us](mailto:customer.services@ogs.state.ny.us)

**CONTRACTOR:** Traffix Devices, Inc.  
**CONTRACT #:** PC64076

**SUBJECT:** Address Change

**ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

The above noted contractor has submitted notification of change of address. Effective Immediately, Traffix Devices, Inc. location is as follows:

Traffix Devices, Inc.  
160 Avenida La Pata  
San Clemente, CA, 92673

All other terms and conditions of this award remain unchanged.

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New York State Office Of General Services  
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Albany, New York 12242  
<http://www.ogs.state.ny.us>

## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE

**AWARD NUMBER:** [21253](#)

**DATE:** October 10, 2008

**GROUP:** 38614 - Traffic Safety Equipment -  
Highway Roadway Safety Barriers  
(Crash Cushions, & Truck Mounted Attenuators:  
Systems, Parts & Accessories) (Statewide)

**PLEASE ADDRESS INQUIRIES TO:**  
**STATE AGENCIES & CONTRACTORS**

Jim Malone  
Purchasing Officer I  
(518)473-2428  
[James.Malone@ogs.state.ny.us](mailto:James.Malone@ogs.state.ny.us)

**CONTRACT PERIOD:** September 11, 2008 to May 31, 2011

**OTHER AUTHORIZED USERS**

Customer Services  
(518) 474-6717  
[customer.services@ogs.state.ny.us](mailto:customer.services@ogs.state.ny.us)

**CONTRACTOR:** Work Area Protection Corporation  
**CONTRACT #:** PC64078

**SUBJECT:** Price List Update

**ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:**

Per the Terms and Conditions of the aforementioned contract, Work Area Protection Corporation has updated their price list.

The new price list is contained and noted as **Price List #2 - October 10, 2008**, under the **Pricing Information Section** of the **OGS contract website** at <http://www.ogs.state.ny.us/purchase/spg/awards/3861421253CAN.HTM> and in the **contractor's tab**. It represents changes made by the contractor on their update of May 1, 2008.

This update contains an increase in the list price of four items, Attenuators, Test Level 3 and Test Level 2 Attenuators only. These increases are 5.2 % and only apply to items 9400, 9450, 9451 and 9452. All other pricing remains the same.

This increase is well within the changes currently taking place in the open market as shown by comparing the announced changes with those tracking indexes as found in the Contract Award Notification. The current Federal Producer Price Index Model for Structural Metal Manufacturing (ID# PCU332312332312P) shows a change of 17% from 189.3 at the time of the bid opening in January 2008 to 221.5 as most recently published on October 7, 2008. Additionally, the American Metals Market Weekly Index for Hot Dipped Galvanized Sheet Steel currently lists at 59 as compared to 40.5 at the time of the bid opening, a 45% material increase.

All other terms and conditions of this award remain unchanged.  
Please adjust your records accordingly to reflect the contract renewal.

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