

**BID TABULATION**  
**22-28MAR06 STREET NAME SIGNS TERM SUPPLY**

| Item #         | Size                                                      | Alum. Gauge | Est Qty | Vulcan Signs |                          |                  | Kelp's Signs & Banners |                    |                  | Hall Signs, Inc. |                    |                  |
|----------------|-----------------------------------------------------------|-------------|---------|--------------|--------------------------|------------------|------------------------|--------------------|------------------|------------------|--------------------|------------------|
|                |                                                           |             |         | Double Sided |                          | Single Sided     | Double Sided           |                    | Single Sided     | Double Sided     |                    | Single Sided     |
|                |                                                           |             |         | Unit Price   | Total Price              | Unit Price       | Unit Price             | Total Price        | Unit Price       | Unit Price       | Total Price        | Unit Price       |
| 4.7.1.         | 24"x 9"                                                   | 0.080       | 5       | 12.40        | 62.00                    | 7.47             | 20.30                  | 101.50             | 17.80            | 24.70            | 123.50             | 16.73            |
| 4.7.2.         | 24"x12"                                                   | 0.080       | 5       | 16.31        | 81.55                    | 9.76             | 21.80                  | 109.00             | 18.80            | 28.23            | 141.15             | 19.17            |
| 4.7.3.         | 30"x 9"                                                   | 0.080       | 50      | 15.29        | 764.50                   | 9.17             | 25.20                  | 1260.00            | 22.20            | 27.28            | 1364.00            | 18.54            |
| 4.7.4.         | 30"x12"                                                   | 0.080       | 10      | 20.43        | 204.30                   | 12.25            | 29.80                  | 298.00             | 26.50            | 31.75            | 317.50             | 21.62            |
| 4.7.5.         | 36"x 9"                                                   | 0.100       | 50      | 20.60        | 1030.00                  | 12.89            | 30.00                  | 1500.00            | 26.75            | 31.62            | 1581.00            | 22.02            |
| 4.7.6.         | 36"x12"                                                   | 0.100       | 5       | 26.13        | 130.65                   | 16.08            | 32.50                  | 162.50             | 28.00            | 42.17            | 210.85             | 28.59            |
| 4.7.7.         | 42"x 9"                                                   | 0.100       | 60      | 23.61        | 1416.60                  | 14.77            | 28.60                  | 1716.00            | 24.60            | 34.47            | 2068.20            | 24.10            |
| 4.7.8.         | 42"x12"                                                   | 0.100       | 10      | 34.17        | 341.70                   | 21.89            | 38.15                  | 381.50             | 32.90            | 46.06            | 460.60             | 31.40            |
| 4.7.9.         | 48"x 9"                                                   | 0.125       | 40      | 30.08        | 1203.20                  | 19.45            | 45.00                  | 1800.00            | 40.50            | 45.29            | 1811.60            | 31.71            |
| 4.7.10.        | 48"x12"                                                   | 0.125       | 10      | 37.92        | 379.20                   | 25.44            | 48.00                  | 480.00             | 42.00            | 54.07            | 540.70             | 38.32            |
| 4.7.11.        | 54"x 9"                                                   | 0.125       | 50      | 32.00        | 1600.00                  | 21.47            | 55.00                  | 2750.00            | 49.90            | 48.52            | 2426.00            | 34.17            |
| 4.7.12.        | 54"x12"                                                   | 0.125       | 5       | 42.66        | 213.30                   | 28.62            | 68.75                  | 343.75             | 61.75            | 58.46            | 292.30             | 41.63            |
| 4.7.13.        | 60"x 9"                                                   | 0.125       | 30      | 35.55        | 1066.50                  | 23.85            | 60.75                  | 1822.50            | 54.75            | 51.88            | 1556.40            | 36.67            |
| 4.7.14.        | 60"x12"                                                   | 0.125       | 20      | 47.40        | 948.00                   | 31.80            | 81.00                  | 1620.00            | 73.50            | 62.85            | 1257.00            | 44.94            |
| 4.7.15.        | 18"x 4"                                                   | 0.080       | 15      |              |                          | 3.95             |                        |                    | 10.00            |                  |                    | 11.83            |
| <b>4.7.16.</b> | <b>TOTAL DOUBLE SIDED</b>                                 |             |         |              | <b>\$9,441.50</b>        |                  |                        | <b>\$14,344.75</b> |                  |                  | <b>\$14,150.80</b> |                  |
| <b>4.7.17.</b> | <b>TOTAL SINGLE SIDED</b>                                 |             |         |              |                          | <b>\$ 258.86</b> |                        |                    | <b>\$ 529.95</b> |                  |                    | <b>\$ 421.44</b> |
| 4.7.18.        | Directional Arrows (Add On Cost Per Arrow)                |             |         |              | \$1.98                   |                  |                        | \$4.00             |                  |                  | \$15.86            |                  |
| 4.9.           | Percentage over cost for sign blank sizes not noted above |             |         |              | 15%                      |                  |                        | 20%                |                  |                  | Call for pricing   |                  |
| 4.10.          | Hourly labor rate for specialty sign assembly             |             |         |              | 20.00/hour               |                  |                        | \$25.00/hour       |                  |                  | Call for pricing   |                  |
| 4.11.          | Warranty period against fading, chipping, or peeling:     |             |         |              | Standard                 |                  |                        | 5 years            |                  |                  | See attached       |                  |
| 4.12.          | Maximum Percentage Increase for 2nd Year                  |             |         |              | Prices firm for one year |                  |                        | 5%                 |                  |                  | 15%                |                  |
| 4.12.          | Maximum Percentage Increase for 3rd Year                  |             |         |              | Prices firm for one year |                  |                        | 5%                 |                  |                  | 20%                |                  |
| 4.13.          | Delivery After Receipt of Order:                          |             |         |              | 30-45 Days               |                  |                        | 15 Calendar Days   |                  |                  | 30-45 Days         |                  |
| 4.15.          | CO-OP                                                     |             |         |              | Yes                      |                  |                        | Yes                |                  |                  | Yes                |                  |

Note: Exception taken to inside delivery. Common carrier does not provide inside delivery.

Note: Freight carriers do not carry equipment to unload. Prices are for inside delivery to dock only.

**BID TABULATION**  
**22-28MAR06 STREET NAME SIGNS TERM SUPPLY**

|                |                                                           |             |         | Municipal Supply & Sign Co. |             | Subcon International LLC |                  |                   | Missouri Vocational Enterprises |              |                    |                  |
|----------------|-----------------------------------------------------------|-------------|---------|-----------------------------|-------------|--------------------------|------------------|-------------------|---------------------------------|--------------|--------------------|------------------|
|                |                                                           |             |         | Double Sided                |             | Sided                    | Double Sided     |                   | Sided                           | Double Sided |                    | Sided            |
| Item #         | Size                                                      | Alum. Gauge | Est Qty | Unit Price                  | Total Price | Unit Price               | Unit Price       | Total Price       | Unit Price                      | Unit Price   | Total Price        | Unit Price       |
| 4.7.1.         | 24"x 9"                                                   | 0.080       | 5       | 29.90                       | 149.50      | 19.70                    | 7.68             | 38.40             | 5.52                            | 21.24        | 106.20             | 13.47            |
| 4.7.2.         | 24"x12"                                                   | 0.080       | 5       | 39.87                       | 199.35      | 26.27                    | 10.24            | 51.20             | 7.36                            | 28.32        | 141.60             | 17.06            |
| 4.7.3.         | 30"x 9"                                                   | 0.080       | 50      | 37.38                       | 1869.00     | 24.63                    | 9.60             | 480.00            | 6.90                            | 26.55        | 1327.50            | 16.83            |
| 4.7.4.         | 30"x12"                                                   | 0.080       | 10      | 49.83                       | 498.30      | 32.83                    | 12.80            | 128.00            | 9.20                            | 35.39        | 353.90             | 22.44            |
| 4.7.5.         | 36"x 9"                                                   | 0.100       | 50      | 51.00                       | 2550.00     | 35.70                    | 12.47            | 623.50            | 9.23                            | 31.96        | 1598.00            | 20.90            |
| 4.7.6.         | 36"x12"                                                   | 0.100       | 5       | 68.00                       | 340.00      | 47.60                    | 16.62            | 83.10             | 12.30                           | 42.61        | 213.05             | 27.59            |
| 4.7.7.         | 42"x 9"                                                   | 0.100       | 60      | 59.50                       | 3570.00     | 41.65                    | 14.54            | 872.40            | 10.76                           | 37.29        | 2237.40            | 23.68            |
| 4.7.8.         | 42"x12"                                                   | 0.100       | 10      | 79.33                       | 793.30      | 55.53                    | 19.39            | 193.90            | 14.35                           | 49.71        | 497.10             | 31.58            |
| 4.7.9.         | 48"x 9"                                                   | 0.125       | 40      | 74.80                       | 2992.00     | 54.40                    | 17.52            | 700.80            | 13.20                           | 48.93        | 1957.20            | 33.39            |
| 4.7.10.        | 48"x12"                                                   | 0.125       | 10      | 99.73                       | 997.30      | 72.53                    | 23.36            | 233.60            | 17.60                           | 65.25        | 652.50             | 44.52            |
| 4.7.11.        | 54"x 9"                                                   | 0.125       | 50      | 84.15                       | 4207.50     | 61.20                    | 19.71            | 985.50            | 14.85                           | 55.05        | 2752.50            | 37.56            |
| 4.7.12.        | 54"x12"                                                   | 0.125       | 5       | 112.20                      | 561.00      | 81.60                    | 26.28            | 131.40            | 19.80                           | 73.40        | 367.00             | 50.08            |
| 4.7.13.        | 60"x 9"                                                   | 0.125       | 30      | 93.50                       | 2805.00     | 68.00                    | 21.90            | 657.00            | 16.50                           | 61.17        | 1835.10            | 41.74            |
| 4.7.14.        | 60"x12"                                                   | 0.125       | 20      | 124.67                      | 2493.40     | 90.67                    | 29.20            | 584.00            | 22.00                           | 81.56        | 1631.20            | 55.65            |
| 4.7.15.        | 18"x 4"                                                   | 0.080       | 15      |                             |             | 6.57                     |                  |                   | 1.84                            |              |                    | 4.49             |
| <b>4.7.16.</b> | <b>TOTAL DOUBLE SIDED</b>                                 |             |         |                             |             | <b>\$24,025.65</b>       |                  | <b>\$5,762.80</b> |                                 |              | <b>\$15,670.25</b> |                  |
| 4.7.17.        | <b>TOTAL SINGLE SIDED</b>                                 |             |         |                             |             |                          | <b>\$ 718.88</b> |                   | <b>\$ 181.41</b>                |              |                    | <b>\$ 440.98</b> |
| 4.7.18.        | Directional Arrows (Add On Cost Per Arrow)                |             |         | No Bid                      |             |                          | \$0.20           |                   |                                 | \$3.50       |                    |                  |
| 4.9.           | Percentage over cost for sign blank sizes not noted above |             |         | Call for pricing            |             |                          | 0%               |                   |                                 | N/A          |                    |                  |
| 4.10.          | Hourly labor rate for specialty sign assembly             |             |         | \$20.00/hour                |             |                          | \$15.00/hour     |                   |                                 | N/A          |                    |                  |
| 4.11.          | Warranty period against fading, chipping, or peeling:     |             |         | 5 years                     |             |                          | 7 years          |                   |                                 | No Bid       |                    |                  |
| 4.12.          | Maximum Percentage Increase for 2nd Year                  |             |         | CPI                         |             |                          | 10%              |                   |                                 | No Bid       |                    |                  |
| 4.12.          | Maximum Percentage Increase for 3rd Year                  |             |         | CPI                         |             |                          | 20%              |                   |                                 | No Bid       |                    |                  |
| 4.13.          | Delivery After Receipt of Order:                          |             |         | 30 Days                     |             |                          | 30-45 Days       |                   |                                 | No Bid       |                    |                  |
| 4.15.          | CO-OP                                                     |             |         | Yes                         |             |                          | Yes              |                   |                                 | Yes          |                    |                  |

**BID TABULATION**  
**22-28MAR06 STREET NAME SIGNS TERM SUPPLY**

| Item #         | Size                                                      | Alum. Gauge | Est Qty | Custom Products |                    |                  | J&A Traffic Products |                    |                  |
|----------------|-----------------------------------------------------------|-------------|---------|-----------------|--------------------|------------------|----------------------|--------------------|------------------|
|                |                                                           |             |         | Double Sided    |                    | Sided            | Double Sided         |                    | Sided            |
|                |                                                           |             |         | Unit Price      | Total Price        | Unit Price       | Unit Price           | Total Price        | Unit Price       |
| 4.7.1.         | 24"x 9"                                                   | 0.080       | 5       | 19.50           | 97.50              | 10.50            | 29.55                | 147.75             | 24.05            |
| 4.7.2.         | 24"x12"                                                   | 0.080       | 5       | 26.00           | 130.00             | 14.00            | 35.00                | 175.00             | 28.85            |
| 4.7.3.         | 30"x 9"                                                   | 0.080       | 50      | 24.44           | 1222.00            | 13.16            | 32.40                | 1620.00            | 26.38            |
| 4.7.4.         | 30"x12"                                                   | 0.080       | 10      | 32.50           | 325.00             | 17.50            | 39.77                | 397.70             | 33.75            |
| 4.7.5.         | 36"x 9"                                                   | 0.100       | 50      | 31.84           | 1592.00            | 18.34            | 38.45                | 1922.50            | 32.75            |
| 4.7.6.         | 36"x12"                                                   | 0.100       | 5       | 42.45           | 212.25             | 24.45            | 46.05                | 230.25             | 39.77            |
| 4.7.7.         | 42"x 9"                                                   | 0.100       | 60      | 37.21           | 2232.60            | 21.43            | 41.66                | 2499.60            | 35.40            |
| 4.7.8.         | 42"x12"                                                   | 0.100       | 10      | 49.53           | 495.30             | 28.53            | 51.55                | 515.50             | 43.77            |
| 4.7.9.         | 48"x 9"                                                   | 0.125       | 40      | 44.40           | 1776.00            | 26.40            | 48.55                | 1942.00            | 41.85            |
| 4.7.10.        | 48"x12"                                                   | 0.125       | 10      | 59.60           | 596.00             | 35.60            | 63.72                | 637.20             | 52.35            |
| 4.7.11.        | 54"x 9"                                                   | 0.125       | 50      | 50.02           | 2501.00            | 29.74            | 53.00                | 2650.00            | 45.40            |
| 4.7.12.        | 54"x12"                                                   | 0.125       | 5       | 66.60           | 333.00             | 39.60            | 66.22                | 331.10             | 57.15            |
| 4.7.13.        | 60"x 9"                                                   | 0.125       | 30      | 55.88           | 1676.40            | 33.38            | 56.61                | 1698.30            | 48.55            |
| 4.7.14.        | 60"x12"                                                   | 0.125       | 20      | 74.50           | 1490.00            | 44.50            | 71.05                | 1421.00            | 61.37            |
| 4.7.15.        | 18"x 4"                                                   | 0.080       | 15      |                 |                    | 3.68             |                      |                    | 17.00            |
| <b>4.7.16.</b> | <b>TOTAL DOUBLE SIDED</b>                                 |             |         |                 | <b>\$14,679.05</b> |                  |                      | <b>\$16,187.90</b> |                  |
| 4.7.17.        | <b>TOTAL SINGLE SIDED</b>                                 |             |         |                 |                    | <b>\$ 360.81</b> |                      |                    | <b>\$ 588.39</b> |
| 4.7.18.        | Directional Arrows (Add On Cost Per Arrow)                |             |         | \$2.50          |                    |                  | No Bid               |                    |                  |
| 4.9.           | Percentage over cost for sign blank sizes not noted above |             |         | 100%            |                    |                  | No Bid               |                    |                  |
| 4.10.          | Hourly labor rate for specialty sign assembly             |             |         | \$50.00/hour    |                    |                  | No Bid               |                    |                  |
| 4.11.          | Warranty period against fading, chipping, or peeling:     |             |         | 3M Standard     |                    |                  | 3 year               |                    |                  |
| 4.12.          | Maximum Percentage Increase for 2nd Year                  |             |         | 20%             |                    |                  | 1%                   |                    |                  |
| 4.12.          | Maximum Percentage Increase for 3rd Year                  |             |         | 20%             |                    |                  | 3%                   |                    |                  |
| 4.13.          | Delivery After Receipt of Order:                          |             |         | 30-42 days      |                    |                  | 14-21 Days           |                    |                  |
| 4.15.          | CO-OP                                                     |             |         | Yes             |                    |                  | Yes                  |                    |                  |