

New York State Office Of General Services  
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:** [20385](#)

**DATE:** March 28, 2011

**GROUP:** 37829 - Roadway Sign Supports  
(Type A) (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:** August 31, 2007 to  
August 30, 2012

**OTHER AUTHORIZED USERS**

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

**CONTRACTOR:** Eberl Iron Works, Inc.  
**CONTRACT NO:** PC63278

**SUBJECT:** Price List Update

**To All Authorized Users:**

In reference to the terms and conditions of the above contract, a new price list has been submitted and is being posted to the contract web site under the heading "Pricing Information" at the following:

<http://www.ogs.state.ny.us/purchase/spg/awards/3782920385CAN.HTM>

This update contains changes on pages 1 and 2 of the price list for all Nucor Steel Marion Rib Bak® U-Channel Post, SP 80 Delineator and Bend Bak® Delineator Products as well as for the Accessories Squared products found on pages 6 to 28.

Across the board price increases are noted on all Nucor posts and delineators averaging 9.4% on green posts and 12.3% on galvanized posts versus the August 2010 update. However, with the exception of galvanized posts over 18.5 feet in length, pricing remains below the originally awarded contract prices. The posts noted in the exception currently average between 3.5 to 7% above the originally awarded price. This is in response to a number of increases in raw material costs imposed by the steel industry since the first of the year.

These increases along with fluctuations in the hardware market influenced the changes shown by Accessories Squared. Prices here fluctuated with reductions of 2 to 3% in conventional hardware while steel based items showed changes in the 5 to 7% average range.

Accessories Squared introduced to their product line a Manual Post Driver and a Kleen Break Shear Bolt Wrench as low cost alternatives to their featured gas-powered drivers. Additional expansion anchors, galvanized pole caps and cantilevered brackets have been added to supplement existing products. The Triangular Multi-Directional Slip Base Component Sub Assemblies, and the BX 250G Kleen Break Model 425 Sign Post Coupler and their component parts were discontinued, replaced and updated with versions of the same product line that are more efficient and easier to install, and lower in price than their predecessors.

All other terms and conditions of the original award remain unchanged.

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Albany, New York 12242  
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## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE

**AWARD NUMBER:** [20385](#)

**DATE:** September 9, 2010

**GROUP:** 37829 - Roadway Sign Supports  
(Type A) (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:** August 31, 2007 to  
April 30, 2010

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

**CONTRACTOR:** Eberl Iron Works, Inc.  
**CONTRACT NO:** PC63278

**SUBJECT:** Price List Update

#### **To All Authorized Users:**

In reference to the terms and conditions of the above contract, a new price list has been submitted and is being posted to the contract web site under the heading "Pricing Information" at the following:  
<http://www.ogs.state.ny.us/purchase/spg/awards/3782920385CAN.HTM>

In comparison with the previous price list, this update only contains changes on pages 1 and 2 of the price list for all Nucor Steel Marion Rib Bak® U-Channel Post, SP 80 Delineator and Bend Bak® Delineator Products.

Across the board price decreases are noted on all products ranging from approximately 5 to 15 % versus the January 2010 update and 3 to 19% below the originally awarded contract prices.

All other terms and conditions of the original award remain unchanged.

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## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE

**AWARD NUMBER:** [20385](#)

**DATE:** February 23, 2010

**GROUP:** 37829 - Roadway Sign Supports  
(Type A) (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:** August 31, 2007  
to April 30, 2010

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

**CONTRACTOR:** Eberl Iron Works, Inc.  
**CONTRACT NO:** PC63278

**SUBJECT:** Contract Renewal

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

**RENEWAL OF CONTRACT THROUGH August 30, 2012**

This notification is to advise that the State of New York and Eberl Iron Works Inc. have agreed to renew the aforementioned contract (PC63278) per the terms of the award for an additional two years, four months to expire on August 30, 2012.

If you have any questions regarding this renewal, do not hesitate to contact this office.  
Please address any questions to the purchasing officer listed above or to The Customer Services Department.

All other terms and conditions remain unchanged.

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## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE

**AWARD NUMBER:** [20385](#)

**DATE:** February 2, 2010

**GROUP:** 37829 - Roadway Sign Supports  
(Type A) (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:** August 31, 2007 to  
April 30, 2010

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

**CONTRACTOR:** Eberl Iron Works, Inc.  
**CONTRACT NO:** PC63278

**SUBJECT:** Price List Update

**To All Authorized Users:**

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<http://www.ogs.state.ny.us/purchase/spg/awards/3782920385Can.htm>

In comparison with the previous price list, this update only contains changes on pages 1 and 2 of the price list, for all Nucor Steel Marion Rib Bak® U-Channel Post, SP 80 Delineator and Bend Bak® Delineator Products.

The update announces the discontinuation by Nucor Marion of Green Powdercoated Rib Bak® U-Channel Posts of all weights in excess of 16 feet in length. Inventory of these items has been exhausted.

Near across the board price increases are noted ranging from 14 to 18.5% over the January 2009 update, with the exception of Green Powdercoated Rib Bak® U-Channel Posts of all weights and Delineators in lengths of 12.5 to 15 feet, and Galvanized Rib Bak® U-Channel Posts of all weights in lengths of 16.5 to 18 feet, where due to changes in the handling and manufacture of these lengths netted changes ranging from an 8% price reduction to a 9% price increase over the 2009 update. These changes are commensurate with steel pricing changes indexed and reported by the American Metals Market, which shows an increase in Steel Sheet prices over this time period from 17.3 to 21.4%.

Users should also note that the updated prices for all Rib Bak® U-Channel Posts in lengths below 18 feet, Galvanized 2 ½ pound posts over 18 feet and all SP80 Delineators are 2 to 11% below the originally awarded prices. Galvanized Rib Bak® U-Channel Posts above 18 foot lengths in 2, 3 and 4 pound and Bend Back Delineators are now 1.4 to 6 % above the original award. Comparatively the American Metals Market Index from the original bid date to this update reflects increases from 5.1 to 8.9 %.

All other terms and conditions of the original award remain unchanged.

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## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE

**AWARD NUMBER:** [20385](#)

**DATE:** January 22, 2009

**GROUP:** 37829 - Roadway Sign Supports  
(Type A) (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:** August 31, 2007 to  
April 30, 2010

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

**CONTRACTOR:** Eberl Iron Works, Inc.  
**CONTRACT NO:** PC63278

**SUBJECT:** Price List Update

#### **To All Authorized Users:**

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<http://www.ogs.state.ny.us/purchase/spg/awards/3782920385CAN.HTM>

In comparison with the previous price list, this update only contains changes on pages 1 and 2 of the price list, for all Nucor Steel Marion Rib Bak® U-Channel Post, SP 80 Delineator and Bend Bak® Delineator Products.

All items on these 2 pages have been reduced in price. Sign posts have been reduced by an average of 28% from the August 1, 2008 price update and an average decrease of 18% from the original contract award prices. The delineator products are reduced on average by 25% from the same August update and by an average 14% from the original award.

No other changes were made.

All other terms and conditions of the original award remain unchanged.

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Albany, New York 12242  
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## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE

**AWARD NUMBER:** [20385](#)

**DATE:** November 5, 2008

**GROUP:** 37829 - Roadway Sign Supports  
(Type A) (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:** August 31, 2007 to  
April 30, 2010

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

**CONTRACTOR:** Eberl Iron Works, Inc.  
**CONTRACT NO:** PC63278

**SUBJECT:** Price List Update

**To All Authorized Users:**

In reference to the terms and conditions of the above contract, a new price list has been submitted and is being posted to the contract website under the heading "Pricing Information" at:

<http://www.ogs.state.ny.us/purchase/spg/awards/3782920385CAN.HTM>

In comparison with the previous price list, this update only contains changes on pages 1 and 2 of the price list, for all Nucor Steel Marion Rib Bak® U-Channel Post, SP 80 Delineator and Bend Bak® Delineator Products. All items on these 2 pages have been reduced in price by an average of 5% from the previous edition. No other changes were made.

All other terms and conditions of the original award remain unchanged.

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Albany, New York 12242  
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## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE

**AWARD NUMBER:** [20385](#)

**DATE:** August 1, 2008

**GROUP:** 37829 - Roadway Sign Supports  
(Type A) (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:** August 31, 2007 to  
April 30, 2010

Customer Services  
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**CONTRACTOR:** Eberl Iron Works, Inc.  
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**SUBJECT:** Price List Update

**To All Authorized Users:**

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In terms of changes from the previous catalog, there were across the board price increases to the all product categories ranging from 5.0 to 27.5% on Nucor Steel Marion Products. The bulk of the Nucor product showed increases of 13 to 27.5%, however as the 2.5# posts were a high production mover nationwide, the manufacturer was able to hold the increases to 5 to 7% for all Green Lengths and up to 16' on the galvanized product at this time. Allied Telspar items increased between 20.1 and 64.8%.

These increases correspond to economic conditions that have been taken place in the steel industry in recent years. Since the opening of the bid in April of 2007 for this award, the American Metals Market shows an increase in Hot Dipped Galvanized Steel prices from \$39 to \$65.15, up 67%, while Hot Rolled Steel increased from \$29 to \$54, an 86% hike. Corresponding to this the US Dept. of Labor, Bureau of labor statistics shows the Producer Price Index on Hot Rolled Steel Products in the same period increased 64.7% from 142.8 to 235.2, while the Steel Benchmark Service has US Prices east of the Mississippi, for the period beginning July 26, 2007 to today, for Standard Plate went from \$855 per metric ton, to a current rate of \$1586 up over 85%,

(Continued)

Additionally, the following product lines were discontinued without replacement and are no longer in production and no inventory remains.

<b>Item Categories Discontinued</b>
2.75 # per foot Green Sign Posts
2.75 # per foot Galvanized Sign Posts
1.33# per foot SP80 Green Delineator Posts
1.33# per foot SP80 Galvanized Delineator Posts

The following items have been discontinued as the product has been determined to be not certified for use as a sign post. The contractor has therefore deleted it from their catalog, and no stock remains in inventory.

<b>Item Categories Discontinued</b>
5 # per foot Green Sign Posts
5 # per foot Galvanized Sign Posts

In reference to the terms and conditions of the above contract, the following items have been added to the Eberl Catalog and price list. These items are integral accessory parts of the Nucor sign post system and were discovered to have been omitted from the original submission.

<b>New Product Category/Items</b>
Lap Splice Breakaway Kits
Lap Splice Hardware
Single Slip Safe Casting Components
Slip Safe Retainer Plate
"C" Bracket Washer
Hardware

All other terms and conditions of the original award remain unchanged.

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