



16500

## MEMORANDUM

From: Stan Walker  
COMDT (CG-432)

A handwritten signature in black ink that reads "Stan Walker".

Reply to: CG-432B  
Attn of: K. Davis  
X5-5627

To: Distribution

Subj: PURCHASE OF ATON DAYBOARD FILM AND RETROREFLECTIVE TAPE

1. This memorandum outlines the procedures for local purchase of the following three (3) types of dayboard film and retroreflective tape for use on Aids to Navigation (ATON) daymarks (e.g., dayboards). Please note that all CG-approved dayboard film and retroreflective tape is "pressure sensitive".
  - a. Colored Elastomeric Film
  - b. Non-Reflectorized Fluorescent Film
  - c. High Intensity Retroreflective Tape
2. COMDT (CG-432) has approved the following four (4) vendors for U.S. Coast Guard units to purchase the materials specified below. The materials being provided by these vendors have passed the required COMDT (CG432) specifications, testing and evaluation.
  - a. Avery-Dennison for Colored Elastomeric Film
  - b. SMV Technologies Inc for Non-Reflectorized Fluorescent Film
  - c. Reflexite Americas for High Intensity Retroreflective Tape
  - d. 3M Corporation for High Intensity Retroreflective Tape
3. Enclosure (1) is the 2012 Pricing Agreement with Avery-Dennison for colored elastomeric film. Enclosure (2) is the 2012 Pricing Agreement with SMV Technologies Inc for non-reflective fluorescent film. Enclosure (3) is the 2012 Pricing Agreement with Reflexite Americas for high intensity retroreflective tape. Enclosure (4) is the 2012 Pricing Agreement with 3M Corporation for high intensity retroreflective tape.

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Enclosures: (1) Pricing Agreement (2012) with Avery-Dennison for Colored Elastomeric Film  
(2) Pricing Agreement (2012) with SMV Technologies Inc for Non-Reflective Fluorescent Film  
(3) Pricing Agreement (2012) with Reflexite Americas for Retroreflective Tape  
(4) Pricing Agreement (2012) with 3M Corporation for Retroreflective Tape

Pricing Agreement  
 For  
 Colored Elastomeric Film  
 Manufactured in Accordance with  
 G-ECV Specification 473

**Avery-Dennison Corporation**  
 Quote No. 120111YM-1  
 January 1, 2012 through December 31, 2012

1. Dayboard Films (Non-Reflective):

- a. Five-Year Dayboard Film: Red and green five-year dayboard films are manufactured with pressure-sensitive adhesive.

<u>New Product Name</u>	<u>New Spec No.</u>	<u>New Description</u>	<u>Price</u>
SC900-4020-O (Old: XL 70006)	407308148 (420138148)	SC900-4020-O PERM SF CST RED (2 PASS RED/PRM/90B)	\$1.22/SF
SC900-7020-O (Old: XL 70005)	407298148 (420148148)	SC900-7020-O PERM SF CST GRN (2 PASS GREEN/PRM/90B)	\$1.22/SF

Sizes:

12" X 50 yds (150SF) @ \$183.00 (minimum of 4 rolls, multiple of 4 rolls)  
 24" X 50 yds (300SF) @ \$366.00/Roll (minimum of 2 rolls, multiple of 2 rolls)  
 48" X 50 yds (600SF) @ \$732.00/Roll

- b. Standard Dayboard Film: White and black elastomeric films are also manufactured with pressure sensitive adhesive.

<u>New Product Name</u>	<u>Old Product Name</u>	<u>Description</u>	<u>Price</u>
SC900	UC900	2 MIL CAST PERM SF CST - Specify color when ordering	\$ .72/SF

Sizes:

12" X 50 yds (150SF) @ \$108.00 (minimum of 4 rolls, multiple of 4 rolls)  
 24" X 50 yds (300SF) @ \$216.00 (minimum of 2 rolls, multiple of 2 rolls)  
 48" X 50 yds (600SF) @ \$432.00

2. Minimum order: a. Five-Year Dayboard Film (Red and Green): 6,000 SF for each color  
 b. Standard Dayboard Film: 600 SF
3. Payment Term: Net 30 days or credit card
4. Shipment: FOB-Destination (USA)
5. Delivery: 10 – 45 days
6. This agreement will not restrict our ability to bid the above items at the regional level of USCG and hold an agreement.

Point of contact:

Yasu Masaka  
 Government Bids Manager  
 Avery Dennison – Graphics and Reflective Products Division

Phone: 847-588-7226, Cell Phone : 847-687-2932

Fax: 847-588-7227

E-mail address: yasu.masaka@averydennison.com

Mailing Address: Avery Dennison – Graphics and Reflective Products  
 Division  
 7542 N Natchez Avenue  
 Niles, IL 60714

Customer Service: Phone Number: 1-800-282-8379 (Please use your customer number (601745) to access to a customer service representative.)

Pricing Agreement  
January 1, 2012 through December 31, 2012  
Stabrite® Non-Reflectorized Fluorescent Film  
Manufactured in Accordance with  
G-ECV-473A

**SMV Technologies, Inc.**

*SMV Technologies, Inc. is a Woman Owned Small Business*

1. Products:

a. Five-Year Dayboard Film: Red and Green Fluorescent Five-Year Dayboard films

Pressure Sensitive Adhesive

USCG6100EL	Coast Guard Red	\$1.32/SF
USCG5000EL	Coast Guard Green	\$1.32/SF
	12"X 50 yds (150SF) @ \$198.00 Roll (minimum of 1 roll)	
Sizes:	24" X 50 yds (300SF) @ \$396.00 Roll (minimum of 1 roll)	
	36"X 50 yds (450SF) @ \$594.50 Roll (minimum of 1 roll)	
	48" X 50 yds (600SF) @ \$792.00 Roll (minimum of 1 roll)	

b. Standard Dayboard Film:

Pressure Sensitive Adhesive

USCG 9000	White Vinyl Film	\$0.95/SF
USCG 1000	Black Vinyl Film	\$0.95/SF
USCG 5800	Yellow Vinyl Film	\$1.16/SF
	BLACK/WHITE	YELLOW
	12"X 50 yds (150SF) \$142.50 Roll	\$174.00
Sizes:	24" X 50 yds (300SF) \$285.00 Roll	\$348.00
	36"X 50 yds (450SF) \$427.50 Roll	\$522.00
	48" X 50 yds (600SF) \$570.00 Roll	\$696.00

**Precut Piece Prices Available For All Films Upon Request**

Minimum order: 1 Roll

Payment: Purchase Order or Credit Card

Shipment: Order Shall Ship 3-5 Days from Receipt of Order

Point of contact: SMV TECHNOLOGIES, INC.

Attn: Betty Thorp bthorp@smvtech.com

2431 Destiny Way

Odessa, Florida 33 556

Telephone: 727-372-1512 1-877-768-8324

Fax: 727-375-9146 1-888-327-6768



Pricing Agreement for Reflexite Retroreflective Tape for Marine Applications  
Manufactured in Accordance with USCG G-SEC Specification 393

**Reflexite Corporation**  
**January 1, 2012 through December 31, 2012**

- 1. Products:
  - a. Retroreflective Tapes, manufactured with aggressive high tack pressure sensitive adhesive: Silver/White, Yellow, Red, Green, Orange for dayboards. Samples available upon request.

Reflexite Product Codes  
M82-1545 White/Silver  
D82-1245 Red  
D82-2745 Green  
D82-1845 Yellow  
D82-1745 Orange

Roll Size	Price/Roll
1" x 150'	\$57.80
2" x 150'	\$115.61
3" x 150'	\$173.41
4" x 150'	\$231.21
6" x 150'	\$346.82
12" x 150'	\$693.63

- b. Additional widths of tape are available, up to 30".  
Numbers and letters are also available.  
Contact Reflexite directly for these items.
- 2. Minimum order: \$500
- 3. Payment: Purchase Order or Credit Card
- 4. Shipment: Order shall ship out 10-15 days after receipt of order.
- 5. Point of Contact: Reflexite Americas  
120 Darling Drive  
Avon CT 06001  
Phone 800-654-7570  
Fax 800-895-0951  
customer.service@reflexite.com

**3M Government Markets Department**  
3M Center, Building 225-4N-15  
St. Paul, MN 55144-1000



January 1, 2012

Keith Davis  
US Coast Guard Headquarters  
[Keith.M.Davis@uscg.mil](mailto:Keith.M.Davis@uscg.mil)  
Phone: 202-475-5627  
Fax: 202-475-5959

Thank you for your Request for Quote. 3M quotes the following

<b>3M Part Number</b>	<b>Product Description</b>	
USCGFP-30 White	3M™ Flexible Prismatic	
USCGFP-31 Yellow	Retroreflective Tapes	
USCGFP-32 Red		
USCGFP-34 Orange		
USCGFP-37 Green		

  

<b>Billing Unit</b>	<b>Rolls per case</b>	<b>B/U Price</b>
2" x 50 yards	Roll	\$132.75
3" x 50 yards	Roll	\$199.13
4" x 50 yards	Roll	\$265.50
6" x 50 yards	Roll	\$398.25
12" x 50 yards	Roll	\$796.50
36" x 50 yards	Roll	\$2389.50
48" x 50 yards	Roll	\$3186.00

**Prices Quoted based on the following terms and conditions:**

- Federal government agency only (or prime contractor/vendor with valid government contract)
- Tax Exempt (federal government agencies only)
- **Minimum Order: 1 roll**
- **Delivery: 20 days**
- Terms: Net 30 Days / Government Credit Card
- **FOB: Destination**
- Shipments to domestic US federal government locations in the 48 contiguous states only
- Commercial packing, packaging & markings only \*\*
- Prices good Until December 31, 2012

**\*\*If your order deviates from 3M off-the-shelf packaging, including source inspection, Fed-Std-123G or Mil-Std-129P labeling, or RFID tagging, or adds any additional terms and conditions beyond those noted in this quote, the quote becomes null and void. You will be required to submit a new written Request for Quote or formal Solicitation with the details of the special requirements.\*\***

**3M Company Information**

**TIN:** 41-0417775  
**Corporate CAGE:** 76381  
**Mailing Address:**  
3M Government Markets Department  
3M Center, Bldg. 225-4N-15  
St. Paul, MN. 55144-1000  
ATTN: Jean Ackerman  
Email: [jaackerman2@mmm.com](mailto:jaackerman2@mmm.com)  
Fax (toll free): 888-427-0511  
Phone (toll free): 800-810-8496

**Business Size: 3M IS A LARGE BUSINESS**  
**DUNS:** 00-617-3082  
**Remit-to Address:**  
3M Government Accounts Receivable  
P.O. Box 1450, NW-9045  
Minneapolis, MN. 55485-9045

Enclosure (4)

Sincerely,

*Jean Ackerman*

Jean Ackerman

3M Government Markets

**3M Government Markets Terms and Conditions for Prime Contractors and Resellers can be found at our website: [http://solutions.3m.com/wps/portal/3M/en\\_US/GovernmentSolutions/Home/](http://solutions.3m.com/wps/portal/3M/en_US/GovernmentSolutions/Home/) and govern this quote unless 3M and the buyer have negotiated a separate agreement. Any additional or conflicting terms on customer forms will not apply to orders arising from this quote unless specifically agreed to in writing by a 3M Government Contract Administrator.**