

August 27, 2010



**Blackhawk
Enterprises Inc.**
PMB 216
1400 Village Square Blvd. #3
Tallahassee, FL 32312
P: (850) 668-5293
F: (850) 668-5293
e: blhawk99@aol.com
www.blackhawkenterprises.com

To: State DOT Districts and Municipal Purchasing Agencies

Ref: State Contract MA55569 for ITS products

Blackhawk Enterprises is pleased to announce that it has been awarded a Statewide Contract for supply of Vicom dome cameras, Image Sensing Systems RTMS G4 detectors and Impath Networks MPEG2 Encoders and Decoders. **The contract will be in effect from Sept. 1, 2010 through Aug. 31, 2012.** All associated bid documents are contained herein.

The bid process required that items be bid with all accessories related to a typical installation. This letter defines what is included within each bid item.

VICON CAMERAS:

Item 811 SVFT-PRS23 Pressurized Day-Night 23x Dome camera: \$2,880
Item 812 SVFT-PRS35 Pressurized Day-Night 35x Dome camera w/stabilization: \$3,090
Item 813 SVFT-W23 Non-Pressurized Day-Night 23x Dome camera: \$2,225
Item 814 SVFT-W35 Non-Pressurized Day-Night 35x Dome camera w/stabilization: \$2,475

Items 811, 812, 813 and 814 include: wall mount, pole mount adapter, power supply, 60ft composite cable assy. and shipping

IMPATh ENCODERS:

Item 842 i4110E Hardened single channel MPEG2 Encoder: \$1,997
Item 843 i4022 Hardened single channel MPEG2, with L2 switch and dual optics: \$4,565
Item 845 i1410 Hardened quad 4:1 MPEG2 Encoder: \$2,945
Item 846 i1000-D Dual channel hardened MPEG2 Decoder: \$4,015

Items 842, 843, 845 and 852 MPEG2 Encoders and Decoders include Shipping

IMAGE SENSING SYSTEMS RTMS G4 DETECTOR:

Item 863 RTMS G4 detector, 12 lanes, 250ft. high resolution \$ 3,995

Item 863 includes: IP Module, RS-232/485, Power supply, Mount, 40ft. cable assembly and shipping

If you have any questions with regards to this Contract, please do not hesitate to contact us at any time.

Regards,

A handwritten signature in black ink, appearing to read 'James S. LaBatt'. The signature is fluid and cursive, with the first name 'James' being the most prominent part.

James S. LaBatt



Florida Department of Transportation

CHARLIE CRIST
GOVERNOR

605 Suwannee Street
Tallahassee, FL 32399-0450

STEPHANIE C. KOPELOUSOS
SECRETARY

August 27, 2010

TO: Blackhawk Enterprises, Inc.
Attn: James S. LaBatt

FROM: Gaylia Boerner
DOT Contract Coordinator

SUBJECT: RE: DOT Term Contract No.: ITB-DOT-09/10/9027-LG
MA55569 FDOT Approved Product List (APL) Traffic Equipment

The above Subject contract has been awarded to Blackhawk Enterprises, Inc. effective September 1, 2010 thru August 31, 2012.

All administrative questions that may arise regarding this contract should be directed to Gaylia Boerner at (850) 414-4381.



MA55569: DOT FDOT APPROVED PRODUCT LIST TRAFFIC

Issued on Mon, 16 Aug, 2010
 Created on Mon, 16 Aug, 2010 by Lillian Graham (850) 414-4288

Supplier:
 Blackhawk Enterprises Inc.
 1400 Village Square 3-216J
 Tallahassee, FL 32312
 Phone: 850-668-5293
 Fax: 850-668-5293
 Contact: James LaBatt

Ship To:
 DEPARTMENT OF TRANSPORTATION
 PROCUREMENT OFFICE
 605 SUWANNEE ST, 3RD FLOOR/MS 20
 TALLAHASSEE, FL 32399-0450
 United States

Bill To:
 DEPARTMENT OF TRANSPORTATION
 DISBURSEMENT OPERATIONS OFFICE, SUITE A
 605 SUWANNEE ST, MS 42
 TALLAHASSEE, FL 32399-0450
 United States

Deliver To:
 Lillian Graham

Definitions:

Description: FDOT APPROVED PRODUCT LIST TRAFFIC EQUIPMENT
 Contract ID: MAR43141 ITB-DOT-09/10-9027-LG
 Contact: Lillian Graham (850) 414-4288
 Effective Date: Wed, 1 Sep, 2010
 Expiration Date: Fri, 31 Aug, 2012
 Contract Type: Supplier
 Release Required: Yes
 Currency: US Dollar

Overall Limit:

Item Limits:

Item Limits by: Amount

Release Limits:

Minimum Allowed per Release:

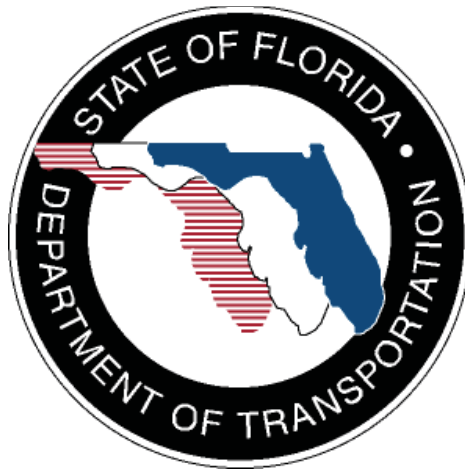
No.	Supplier	Description	Discount
1	Blackhawk Enterprises Inc.	This agreement is for visibility only. ...	No Discount

Ship To Code: 55-S92000
 Shipping Method:
 FOB Code:
 FOB Code Description:
 Additional Item Info:
 Terms and Conditions: http://marketplace.myflorida.com/vendor/po_tou.pdf
 P Card Order?:

Attachments::

File Name	Appendix Description
0910-9027 PRICE SHEET 8-17-2010.pdf	Price Sheets
0910-9027 ORDERING INSTRUCTIONS.pdf	Ordering Instructions
0910-9027 Terms and Conditions.pdf	Terms and Conditions
0910-9027 BIDTABS.pdf	Bid Tabulations

**State of Florida
Department of Transportation**



INVITATION TO BID
APPROVED PRODUCT LIST (APL) TRAFFIC EQUIPMENT

ITB-DOT-09/10-9027-LG

EFFECTIVE DATES: SEPTEMBER 1, 2010 – AUGUST 31, 2012

AMERICAN SIGNAL COMPANY – MA55567
ARMORCAST PRODUCTS COMPANY – MA55568
BLACKHAWK ENTERPRISES, INC. – MA55569
COHU, INC. ELECTRONICS DIVISION – MA55570
CONTROL CORPORTATION – MA55571
CONTROL TECHNOLOGIES OF CENTRAL FLORIDA, INC. MA55573
COOPER CROUSE-HINDS MTL – MA55574
COST CAST, INC – MA55575
C.S. ENGINEERED CASTINGS, INC. – MA55576
DAKTRONICS – MA55577
ECONOLITE CONTROL PRODUCTS, INC. – MA55578
EMERGENCY MANAGEMENT CONTROLS CORP. – MA55579
EMERSON NETWORKS POWER SURGE PROTECTION, INC. MA55580
EXCELLENCE OPTO, INC. – MA55581
GLOBAL TRAFFIC TECHNOLOGIES, LLC – MA55582
HIGH LEAH ELECTRONICS, INC. –MA55583
HORIZON SIGNAL TECHOLOGIES, INC. – MA55584
INFORMATION DISPLAY COMPANY – MA55587
INTERNATIONAL ROAD DYNAMICS CORPORATION – MA55588
LEDSTAR, INC. – MA55585
INTELLICOM, INC. d/b/a LITSYS, INC. – MA55589
MG SQUARED, INC. – MA55590
OLDCASTLE PRECAST, INC. – MA55650
RAINBOW DISTRIBUTORS USA, INC. – MA55651
RUGGEDCOM, INC. – MA55652
SIEMENS INDUSTRY – MA55654
SIGNAL SAFE, INC. – MA55656
SKYLINE PRODUCTS, INC. – MA55657
SOUTHERN MANUFACTURING – MA55658
TEMPLE, INC. – MA55659
TPFL, INC. – MA55660
TRANSPORTATION CONTROL SYSTEMS – MA55663
VBRICK SYSTEMS, INC. – MA55662
WAVETRONICS, LLC – MA55661

ORDERING INSTRUCTIONS

MA55569
Vendor #3

Bid Number: ITB-DOT-09/10-9027-LG

Title: Approved Product List (APL) Traffic Equipment

NOTE: ALL ORDERS SHOULD BE DIRECTED TO:

FEDERAL EMPLOYER IDENTIFICATION NUMBER (FEID): F59-3152989-001

VENDOR: Blackhawk Enterprises Inc.

ADDRESS: 1400 Village Sq. 3-216

CITY, STATE, ZIP: Tallahassee, FL 32312

TELEPHONE: (850)668-5293

TOLL FREE NO.: (800) FAX NO.: 850 / 668-5293

DELIVERY: Delivery shall be made within thirty (30) days after the Customer places an Order, or within the delivery time specified on the bid sheet by the successful Vendor.

PRODUCT INFORMATION: DIRECT QUESTIONS TO:

NAME & TITLE: James S. LaBatt, President

ADDRESS: 1400 Village Sq. 3-216

CITY, STATE, ZIP: Tallahassee, FL 32312

TELEPHONE: 850 / 668-5293

TOLL FREE NO.: (800) FAX NO.: 850 / 668-5293

INTERNET E-MAIL ADDRESS: blhawk99@aol.com

INTERNET WEBSITE URL: www.blackhawkenterprises.com

Will you accept the State of Florida Purchasing Card (VISA)? Yes X No

Item #	APL Certification #	Manufacturer	Product Category	Model/Product/Component Description	QTY. / Unit	Vendor Stated Delivery time	Bid Price	Vendor
810	78260400428011	COHU, INC.	(ITS) CCTV CAMERA (DOME)	3925-5200-PEND	1 Ea.	30 days	\$2,809.00	4
811	78260403004011	VICON INDUSTRIES, INC.	(ITS) CCTV CAMERA (DOME)	SVFT-PRS23	1 Ea.	25 days	\$2,880.00	3
812	78260403004021	VICON INDUSTRIES, INC.	(ITS) CCTV CAMERA (DOME)	SVFT-PRS35	1 Ea.	25 days	\$3,090.00	3
813	78260403004031	VICON INDUSTRIES, INC.	(ITS) CCTV CAMERA (DOME)	SVFT-W23	1 Ea.	25 days	\$2,225.00	3
814	78260403004041	VICON INDUSTRIES, INC.	(ITS) CCTV CAMERA (DOME)	SVFT-W35	1 Ea.	25 days	\$2,475.00	3
815	78260420428011	COHU, INC.	(ITS) CCTV CAMERA (EXTERNAL POSITIONER)	3965-5201-PEDD	1 Ea.	30 days	\$3,663.00	4
816	78461200832011	EtherWAN Systems Inc.	(ITS) MANAGED FIELD ETHERNET SWITCH	EX73222-ABB	1 Ea.			
817	78461200832011	EtherWAN Systems Inc.	(ITS) MANAGED FIELD ETHERNET SWITCH	EX73320-A0B	1 Ea.			
818A	78461200832011	EtherWAN Systems Inc.	(ITS) MANAGED FIELD ETHERNET SWITCH	EX73322-ABB	1 Ea.			
818B	78461200832011	EtherWAN Systems Inc.	(ITS) MANAGED FIELD ETHERNET SWITCH	EX73402-0BB	1 Ea.			
818C	78461200832011	EtherWAN Systems Inc.	(ITS) MANAGED FIELD ETHERNET SWITCH	EX73400-00B	1 Ea.			
818D	78461200832011	EtherWAN Systems Inc.	(ITS) MANAGED FIELD ETHERNET SWITCH	EX73300-00B	1 Ea.			
818E	78461200832011	EtherWAN Systems Inc.	(ITS) MANAGED FIELD ETHERNET SWITCH	EX73302-0BB	1 Ea.			
818F	78461200832011	EtherWAN Systems Inc.	(ITS) MANAGED FIELD ETHERNET SWITCH	EX73240-A0B	1 Ea.			
818G	78461200832011	EtherWAN Systems Inc.	(ITS) MANAGED FIELD ETHERNET SWITCH	EX73242-ABB	1 Ea.			

Item #	APL Certification #	Manufacturer	Product Category	Model/Product/Component Description	QTY. / Unit	Vendor Stated Delivery time	Bid Price	Vendor
831	78461300429011	COMTROL CORPORATION	(ITS) DEVICE SERVER	RTS 1-Port DB9, P/N 99435-0	1 Ea.	10 days	\$123.00	5
832	78461300429011	COMTROL CORPORATION	(ITS) DEVICE SERVER	RTS VDC 1 Port, P/N 99440-4	1 Ea.	10 days	\$158.00	5
833	78461300429011	COMTROL CORPORATION	(ITS) DEVICE SERVER	RTS 2-Port 1E, P/N 99480-0	1 Ea.	10 days	\$246.00	5
834	78461300429011	COMTROL CORPORATION	(ITS) DEVICE SERVER	RTS 2-Port 2E, P/N 99481-7	1 Ea.	10 days	\$328.00	5
835	78461300429011	COMTROL CORPORATION	(ITS) DEVICE SERVER	RTS 4-Port DB9, P/N 99445-9	1 Ea.	10 days	\$310.00	5
836	78461300429011	COMTROL CORPORATION	(ITS) DEVICE SERVER	RTS 4-Port RJ45, P/N 99446-6	1 Ea.	10 days	\$328.00	5
837	78461300429011	COMTROL CORPORATION	(ITS) DEVICE SERVER	RTS 8-Port DB9, P/N 99448-0	1 Ea.	10 days	\$503.00	5
838	78461300429011	COMTROL CORPORATION	(ITS) DEVICE SERVER	RTS 8-Port RJ45, P/N 99449-7	1 Ea.	10 days	\$532.00	5
839	78461300429011	COMTROL CORPORATION	(ITS) DEVICE SERVER	RTS 1-Port DB9, P/N 99435-0	1 Ea.	10 days	\$123.00	5
840	78461300429021	COMTROL CORPORATION	(ITS) DEVICE SERVER	PRO 8 Port, P/N 99443-5	1 Ea.	10 days	\$579.00	5
841	78461300719011	DIGI INTERNATIONAL	(ITS) DEVICE SERVER	Portserver TS Hcc Mei	1 Ea.	30 days	\$616.00	6
842	78461401214011	iMPATH NETWORKS INC.	(ITS) VIDEO ENCODER - DIGITAL	Model i4110	1 Ea.	25 days	\$1,997.00	3
843	78461401214011	iMPATH NETWORKS INC.	(ITS) VIDEO ENCODER - DIGITAL	Model i4022	1 Ea.	25 days	\$4,565.00	3
844	78461401214011	iMPATH NETWORKS INC.	(ITS) VIDEO ENCODER - DIGITAL	Model i4021	1 Ea.			

Item #	APL Certification #	Manufacturer	Product Category	Model/Product/Component Description	QTY. / Unit	Vendor Stated Delivery time	Bid Price	Vendor
845	78461401214011	iMPATH NETWORKS INC.	(ITS) VIDEO ENCODER - DIGITAL	Model i1410	1 Ea.	25 days	\$2,945.00	3
846	78461401214011	iMPATH NETWORKS INC.	(ITS) VIDEO ENCODER - DIGITAL	Model i1422	1 Ea.			
847	78461402713011	TELESTE	(ITS) VIDEO ENCODER - DIGITAL	Model MPC-E1	1 Ea.	60 days	\$1,025.00	6
848	78461402713011	TELESTE	(ITS) VIDEO ENCODER - DIGITAL	Model MPC-E2	1 Ea.	60 days	\$1,185.00	6
849	78461402713011	TELESTE	(ITS) VIDEO ENCODER - DIGITAL	Model MPC-E4	1 Ea.	60 days	\$1,675.00	6
850	78461402713011	TELESTE	(ITS) VIDEO ENCODER - DIGITAL	Model MPX-E8	1 Ea.	60 days	\$3,200.00	6
851	78461403005011	VBRICK SYSTEMS, INC.	(ITS) VIDEO ENCODER - DIGITAL	Model: 9170-4200-0003	1 Ea.	30 days	\$3,695.00	36
852	78461501214011	iMPATH NETWORKS INC.	(ITS) VIDEO DECODER - DIGITAL	Model i1000-D	1 Ea.	25 days	\$4,015.00	3
853	78461502713011	TELESTE	(ITS) VIDEO DECODER - DIGITAL	Model MPC-D1	1 Ea.	60 days	\$1,025.00	6
854	78461502713011	TELESTE	(ITS) VIDEO DECODER - DIGITAL	Model MPC-D2	1 Ea.	60 days	\$1,395.00	6
855	78461502713011	TELESTE	(ITS) VIDEO DECODER - DIGITAL	Model MPC-D4	1 Ea.	60 days	\$2,170.00	6
856	78461502713011	TELESTE	(ITS) VIDEO DECODER - DIGITAL	Model MPX-D8	1 Ea.	60 days	\$3,815.00	6
857	78461503005011	VBRICK SYSTEMS, INC.	(ITS) VIDEO DECODER - DIGITAL	Model: 9110-5200-0003R	1 Ea.	30 days	\$5,795.00	36

Item #	APL Certification #	Manufacturer	Product Category	Model/Product/Component Description	QTY. / Unit	Vendor Stated Delivery time	Bid Price	Vendor
862	78561770006011	ATLANTIC SCIENTIFIC CORP./COOPER CROUSE-HINDS MTL	(ITS) Transient Voltage Surge Suppression (TVSS) Power Entry	MODEL ZoneDefender PRO	1 Ea.	10 days	\$295.00	8
863	78661900830011	IMAGE SENSING SYSTEMS (formally EIS (Electronic Integrated Systems))	(ITS) VEHICLE DETECTION SYSTEM - MICROWAVE - DIGITAL SIDE-FIRE	G4 Model K4	1 Ea.	25 days	\$3,995.00	3
864	78661903209011	WAVETRONIX, LLC	(ITS) VEHICLE DETECTION SYSTEM - MICROWAVE - DIGITAL SIDE-FIRE	Model: SS125 (HD) WX-SS-H125	1 Ea.	3-4 weeks ARO	\$5,948.00	37
865	78661903209021	WAVETRONIX, LLC	(ITS) VEHICLE DETECTION SYSTEM - MICROWAVE - DIGITAL SIDE-FIRE	Model: SS105 WX-SS-H105	1 Ea.	3-4 weeks ARO	\$2,812.00	37
866	78561702402011	SAFETRAFFIC SYSTEMS	(ITS) FIELD CABINET TYPE 336S	Model: #1284 (with generator panel and exterior utility-on indicator light)	1 Ea.	8 weeks	\$2,250.00	12
867	65013301805103	OSRAM PENNSYLVANIA	VEHICULAR TRAFFIC ASSEMBLY SIGNAL LAMP	135A21/TS/8M 120-125V 12" VEH HEAD	1 Ea.			
869	78561702411011	SOUTHERN MFG. CO.	(ITS) FIELD CABINET TYPE 336S	WE3RAL-336S-FLITS	1 Ea.	6 weeks	\$3,725.00	29
870	78561712411011	SOUTHERN MFG. CO.	(ITS) FIELD CABINET TYPE 334	WE3RAL-334-FLDMS-G	1 Ea.	6 weeks	\$4,495.00	29