



Approved  
RCOC  
03/27/2026  
Esshaki / Henry

**Inter-Departmental Memorandum  
CENTRAL OPERATIONS DEPARTMENT**

**DATE:** March 18, 2026

**To:** Gary Piotrowicz, P.E., PTOE, Deputy Managing Director

**FROM:** Mary N. Gillis, P.E., Director, Central Operations Department *mg*

**SUBJECT: FY 2026 PREFABRICATED SIGNS, ANNUAL ESTIMATED QUANTITIES – IFB No.7790**

Background:

Prefabricated standard highway signs are used on all local roads and state trunk lines within the county. The Road Commission for Oakland County maintains an inventory of the signs in the Central Operations Department. The quantities are estimated on an annual basis by the Traffic-Safety Department.

Bids were published on February 3, 2026 and opened on February 17, 2026.

Financial Considerations:

Four bids were received. One response, submitted by Lightle Enterprises of Ohio, LLC, was removed from consideration due to an incomplete submission. Following the bid opening, three items required unit price adjustments due to clarifications in inventory item descriptions. Despite these modifications, the items remained lowest in cost from the respective suppliers. Removing and re-soliciting these items at a later date would result in higher costs to the agency.

Unit prices are reflected in the extended overall costs. Bids meeting specifications are recommended for award as follows:

- Osburn Associates – 92 bid items – \$104,671.13
- Newman Signs – 17 bid items – \$20,708.02

Recommendation:

It is recommended the Board approve the bids meeting specifications from Osburn Associates for 92 bid items in the amount of \$104,671.13 and Newman Signs for 17 bid items in the amount of \$20,708.02, for a total estimated annual contract price of \$125,379.15, and that all other bids be rejected.

DocuSigned by:  
  
 9E5DD0F89861423... **Concur**

*Quality Life through Good Roads "We Care"*



**Inter-Departmental Memorandum**

**TRAFFIC-SAFETY DEPARTMENT**

**DATE:** March 6, 2026

**To:** Mary Gillis, PE  
Director, Central Operations Department

**FROM:** Danielle Deneau, PE  
Director, Traffic-Safety Department

**SUBJECT:** Recommendation for Bids Opened February 17, 2026  
Prefabricated Signs, Annual Estimated Quantities  
Solicitation Number: 7790

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The Traffic-Safety Department has reviewed bids for the above-referenced item, which calls for the purchase of prefabricated signs used for new installations and maintenance. The Traffic-Safety Department has budgeted sufficient funds for the materials in this bid.

Four bids were received. One of the four responses, from Lightle Enterprises of Ohio, LLC, was removed from consideration due to an incomplete submission. Additionally, after the solicitation was opened, three items had a unit price change based on inventory item description clarifications. Even with the modified unit price, the three items were still awarded to the supplier offering the lowest unit price. Removing these items from consideration now and re-soliciting these items later would incur greater costs to the agency.

Unit prices are reflected in the extended overall cost. The bids, meeting specifications, will be awarded as follows:

Osburn Associates	92 bid items	\$104,671.13
Newman Signs	17 bid items	\$ 20,708.02

I, therefore, recommend the Board approves the bidders, which meet specifications, from Osburn Associates for 92 bid items at \$104,671.13, and Newman Signs for 17 bid items at \$20,708.02 for a total annual estimate contract price \$125,379.15 and reject the other bids.

cc: A. Bates  
A. Rucinski  
G. Allison

	Osburn Associates <small>PO Box 912 Logan, Ohio, 43138</small>			Newman Signs <small>1606 16th Ave SW Jamestown, North Dakota, 58401</small>		Sign Solutions USA <small>2501 8th Ave NW West Fargo, North Dakota, 58078</small>
Bid Solicitation Doc(s) Returned / Uploaded	YES			YES		YES
Addendum No. 1	YES			YES		
Is there an objection or deviation?				NO		NO
Specify:						
How long do you anticipate your ability to hold pricing?				1 year		1 Year
Minimum order requirements				non		2,000 Lbs
Indicate number of days for delivery to RCOC after receipt of order:				30 days		30 Days
Indicate how many item rolls are packaged in standard bundle:				1		Order Department
Do you offer payment discounts? For example, 2% 10 Net 30				NO		NO
If so, state discount						

Notes (color code):  
  Low bid item meeting specifications  
  Low bid item not meeting specifications  
  Price Comparison Information

Description	QTY	UOM	Manufacturer	Part #	Price	Total Cost	Amended Price	Amended Cost	Manufacturer	Part #	Price	Total Cost	Manufacturer	Part #	Price	Total Cost	Bid Unit Price Comparison		
																	2025 Unit Price	2025-2026 Unit Price Difference	2025-2026 Percent Difference
2000016 I100, ADOPT-A-ROAD RCOC, 24x24 ASTM TYPE IV	40	Each	Osburn Associates Inc		23.72	948.80			Newman Signs Inc	T-DP024024/2Z3A	32.59	1,303.60	Sign Solutions USA	93538	36.38	1,455.20	19.08	4.64	24.32%
2001163 R15-1, GRADE CROSSING, RR X-BUCK, 48x9 ASTM TYPE IV	5	Set	Osburn Associates Inc		35.58	177.90	47.58	237.90	Newman Signs Inc	T-R15-148/7Y3A	65.72	328.60			64.64	323.20			
2001361 R8-3, NO PARKING, (SYM) 12X2 ASTM TYPE IV	120	Each	Osburn Associates Inc		5.93	711.60			Newman Signs Inc	T-58-312/2I3A-2	13.13	1,575.60			11.53	1,383.60	4.77	1.16	24.32%
2001973 R6-1R, ONE WAY ARROW (RIGHT) 36X12 ASTM TYPE IV	100	Each	Osburn Associate Inc		17.79	1,779.00			Newman Signs Inc	T-R6-1R36/2M3A	21.61	2,161.00			25.28	2,528.00	14.31	3.48	24.32%
2002004 OM3-L, LEFT OBJECT MARKER, TYPE 3, (LFT SD OF RD) 12X36 ASTM XI, FY	5	Each	Osburn Associates Inc		21.03	105.15			Newman Signs Inc	T-OM-3L12/2K3B	21.61	108.05			25.28	126.40			
2002012 OM3-R, OBJECT MARKER, TYPE 3 (RT SD OF ROAD)12X36 ASTM XI, FY	15	Each	Osburn Associates Inc		21.03	315.45			Newman Signs Inc	T-OM-3R12/2K3B	21.61	324.15			25.28	379.20			
2002921 R5-1A, WRONG WAY, 30x18 ASTM TYPE IV	25	Each	Osburn Associates Inc		22.24	556.00			Newman Signs Inc	T-R5-1A30/2M3A	25.38	634.50			34.10	852.50			
2003523 OM4-3, OBJECT MARKER, K TYPE 4, 18X18 ASTM TYPE XI	30	Each	Osburn Associates Inc		15.77	473.10			Newman Signs Inc	T-SB018018/2E7D	18.67	560.10			22.16	664.80	19.08	(3.31)	-17.35%
2003565 M11 MOD, INTERSTATE RT MARKER, (BLANK 1,2 DIGIT) 24X24 ASTM TYPE IV	10	Each	Osburn Associates Inc		23.72	237.20			Newman Signs Inc	T-M1-124/203A-2	33.29	332.90			36.38	363.80	19.08	4.64	24.32%
2003630 R3-1 MOV. PROB., NO LEFT TURN (SYM), 24X24 ASTM TYPE IV	50	Each	Osburn Associates Inc		23.72	1,186.00			Newman Signs Inc	T-R3-2L24/2I3A-2	28.12	1,406.00			36.38	1,819.00	19.08	4.64	24.32%
2003648 R8-3 NO PARKING (SYM), 24X24 ASTM TYPE IV	20	Each	Osburn Associates Inc		23.72	474.40			Newman Signs Inc	T-R8-324/2I3A-2	28.12	562.40			35.34	706.80			
2003945 W1-8RL CHEVRON, ALIGN, 24X30 24X30 ASTM TYPE XI, FY	350	Each	Osburn Associates Inc		35.05	12,267.50			Newman Signs Inc	T-W1-824/2K7Y	38.92	13,622.00			47.34	16,569.00	29.85	5.20	17.42%
2004034 R4-1 DO NOT PASS, 24X30 ASTM TYPE IV	75	Each	Osburn Associates Inc		29.65	2,223.75			Newman Signs Inc	T-R4-124/2K3A	31.62	2,371.50			42.12	3,159.00	23.85	5.80	24.32%
2004050 R100 WEIGHT ROAD, NORMAL LOADING (CLASSB) 30X24 ASTM TYPE IV, DOUBLE SIDED	300	Each	Osburn Associates Inc		39.65	11,895.00			Newman Signs Inc	T-DP030024/2M3A	38.71	11,613.00			63.30	18,990.00	23.85	14.86	62.31%
2004068 S5-2 END SCHOOL ZONE, 24X30 ASTM TYPE IV	10	Each	Osburn Associates Inc		29.65	296.50			Newman Signs Inc	T-S5-224/2K3A	31.62	316.20			42.12	421.20			
2004133 R4-7 KEEP RIGHT (SYM), 24X30 ASTM TYPE IV	40	Each	Osburn Associates Inc		29.65	1,186.00			Newman Signs Inc	T-R4-724/2K3A	31.62	1,264.80			42.12	1,684.80	23.85	5.80	24.32%
2004266 R4-2 PASS WITH CARE, 24X90 ASTM TYPE IV	50	Each	Osburn Associates Inc		29.65	1,482.50			Newman Signs Inc	T-R4-224/2K3A	31.62	1,581.00			45.48	2,274.00	23.85	5.80	24.32%
2004365 R2-1 SPEED LIMIT 25, 24X30 ASTM TYPE IV	150	Each	Osburn Associates Inc		29.65	4,447.50			Newman Signs Inc	T-R2-1-2524/2K3A	31.62	4,743.00			42.12	6,318.00	23.85	5.80	24.32%
2004381 R2-1 SPEED LIMIT 35, 24X30 ASTM TYPE IV	20	Each	Osburn Associates Inc		29.65	593.00			Newman Signs Inc	T-R2-1-3524/2K3A	31.62	632.40			42.12	842.40			

	Osburn Associates <small>PO Box 912 Logan, Ohio, 43138</small>			Newman Signs <small>1606 16th Ave SW Jamestown, North Dakota, 58401</small>		Sign Solutions USA <small>2501 8th Ave NW West Fargo, North Dakota, 58078</small>
Bid Solicitation Doc(s) Returned / Uploaded	YES			YES		YES
Addendum No. 1	YES			YES		
Is there an objection or deviation?				NO		NO
Specify:						
How long do you anticipate your ability to hold pricing?				1 year		1 Year
Minimum order requirements				non		2,000 Lbs
Indicate number of days for delivery to RCOC after receipt of order:				30 days		30 Days
Indicate how many item rolls are packaged in standard bundle:				1		Order Department
Do you offer payment discounts? For example, 2% 10 Net 30				NO		NO
If so, state discount						

Notes (color code):  
  Low bid item meeting specifications  
  Low bid item not meeting specifications  
  Price Comparison Information

Description	QTY	UOM	Manufacturer	Part #	Price	Total Cost	Amended Price	Amended Cost	Manufacturer	Part #	Price	Total Cost	Manufacturer	Part #	Price	Total Cost	Bid Unit Price Comparison		
																	2025 Unit Price	2025-2026 Unit Price Difference	2025-2026 Percent Difference
2004399 R2-1 SPEED LIMIT 40, 24X30 ASTM TYPE IV	40	Each	Osburn Associates Inc		29.65	1,186.00			Newman Signs Inc	T-R2-1-4024/2K3A	31.62	1,264.80			45.48	1,819.20	\$ 23.85	\$ 5.80	24.32%
2004406 R2-1 SPEED LIMIT 45, 24X30 ASTM TYPE IV	50	Each	Osburn Associates Inc		29.65	1,482.50			Newman Signs Inc	T-R2-1-4524/2K3A	31.62	1,581.00			45.48	2,274.00	\$ 23.85	\$ 5.80	24.32%
2004620 R10-6 STOP HERE ON RED, 24X36 ASTM TYPE IV	50	Each	Osburn Associates Inc		35.58	1,779.00			Newman Signs Inc	T-R10-624/2K3A	36.60	1,830.00			54.57	2,728.50	New Item		
2004638 R5-1A WRONG WAY, 36X24 ASTM TYPE IV	35	Each	Osburn Associates Inc		35.58	1,245.30			Newman Signs Inc	T-R5-1A36/2M3A	36.60	1,281.00			50.54	1,768.90	\$ 28.62	\$ 6.96	24.32%
2004654 W1-7RL LARGE ARROW (2-DIRECTION) 48X24X0.080 ASTM TYPE XI, FY	20	Each	Osburn Associates Inc		56.08	1,121.60			Newman Signs Inc	T-W1-748/2N7Y	57.84	1,156.80			60.60	1,212.00	\$ 47.76	\$ 8.32	17.42%
2004703 W1-6RL LARGE ARROW (1 DIRECTION) 48X24X0.125 ASTM TYPE XI, FY	75	Each	Osburn Associates Inc		70.88	5,316.00	56.08	4,206.00	Newman Signs Inc	T-W1-648/2N7Y	57.84	4,338.00			92.48	6,936.00	\$ 47.76	\$ 8.32	17.42%
2004919 M1-1 MOD, INTERSTATE RT MARKER, (BLANK 3 DIGIT) 30X24 ASTM TYPE IV	10	Each	Osburn Associates Inc		29.65	296.50			Newman Signs Inc	T-M1-130/2O3A-2	38.27	382.70			45.48	454.80	\$ 23.85	\$ 5.80	24.32%
2005024 W14-1 DEAD END, 30X30 ASTM XI, FY	40	Each	Osburn Associates Inc		43.81	1,752.40			Newman Signs Inc	T-W14-130/2E7Y	46.99	1,879.60			48.10	1,924.00	\$ 37.31	\$ 6.50	17.42%
2005066 R5-1 DO NOT ENTER, 30X30 ASTM TYPE IV	50	Each	Osburn Associates Inc		37.06	1,853.00			Newman Signs Inc	T-R5-130/2I3A	37.87	1,893.50			46.86	2,343.00	\$ 29.81	\$ 7.25	24.32%
2005107 R3-7L LEFT LANE MUST TURN LEFT, 30X30 ASTM TYPE IV	20	Each	Osburn Associates Inc		37.06	741.20			Newman Signs Inc	T-R3-7L30/2I3A	37.87	757.40			48.10	962.00	\$ 29.81	\$ 7.25	24.32%
2005165 W1-1L HORIZ ALIGN, TURN, 30X30 ASTM TYPE X1, FY	10	Each	Osburn Associates Inc		43.81	438.10			Newman Signs Inc	T-W1-1L30/2E7Y	46.99	469.90			57.00	570.00	\$ 37.31	\$ 6.50	17.42%
2005256 R3-1 MOVE.PROH., NO LEFT TURN (SYM), 30X30 ASTM TYPE IV	10	Each	Osburn Associates Inc		37.06	370.60			Newman Signs Inc	T-R3-1R36/~3A-2	20.81	208.10			53.91	539.10	\$ 29.81	\$ (9.00)	-30.19%
2005264 W14-2 NO OUTLET, 30X30 ASTM TYPE XI, FY	10	Each	Osburn Associates Inc		43.81	438.10			Newman Signs Inc	T-W14-230/2E7Y	46.99	469.90			62.93	629.30	\$ 37.31	\$ 6.50	17.42%
2005305 R10-11A NO TURN ON CIRCULAR BALL, 24X30 ASTM TYPE IV	10	Each	Osburn Associates Inc		29.65	296.50			Newman Signs Inc	T-R10-11A24/2K3A-DP	38.22	382.20			45.48	454.80	\$ 23.85	\$ 5.80	24.32%
2005420 R3-7R RIGHT LANE MUST TURN RIGHT, 30X30 ASTM TYPE IV	50	Each	Osburn Associates Inc		37.06	1,853.00			Newman Signs Inc	T-R3-7R30/2I3A	37.87	1,893.50			48.10	2,405.00	\$ 29.81	\$ 7.25	24.32%
2005503 W100 ROAD ENDS, 30X30 ASTM TYPE XI, FY	25	Each	Osburn Associates Inc		43.81	1,095.25			Newman Signs Inc	T-SP030030/2E7Y	47.86	1,196.50			62.94	1,573.50	\$ 37.31	\$ 6.50	17.42%
2005602 R1-1 STOP, 30X30 ASTM TYPE IV	600	Each	Osburn Associates Inc		35.58	21,348.00			Newman Signs Inc	T-R1-130/2A3A	37.87	22,722.00			46.86	28,116.00	\$ 28.61	\$ 6.97	24.36%
2006204 R100 WEIGHT BRIDGE (BLANK), 30X42 ASTM TYPE IV	15	Each	Osburn Associates Inc		51.89	778.35			Newman Signs Inc	T-DP030042/2K3A	58.09	871.35			74.31	1,114.65	\$ 41.74	\$ 10.15	24.32%
2006246 R11-2 ROAD CLOSED, 48X30 ASTM TYPE IV	10	Each	Osburn Associates Inc		59.30	593.00			Newman Signs Inc	T-R11-248/2N3A	56.14	561.40			75.74	757.40	New Item		

	Osburn Associates <small>PO Box 912 Logan, Ohio, 43138</small>			Newman Signs <small>1606 16th Ave SW Jamestown, North Dakota, 58401</small>		Sign Solutions USA <small>2501 8th Ave NW West Fargo, North Dakota, 58078</small>
Bid Solicitation Doc(s) Returned / Uploaded	YES			YES		YES
Addendum No. 1	YES			YES		
Is there an objection or deviation?				NO		NO
Specify:						
How long do you anticipate your ability to hold pricing?				1 year		1 Year
Minimum order requirements				non		2,000 Lbs
Indicate number of days for delivery to RCOC after receipt of order:				30 days		30 Days
Indicate how many item rolls are packaged in standard bundle:				1		Order Department
Do you offer payment discounts? For example, 2% 10 Net 30				NO		NO
If so, state discount						

Notes (color code):  
  Low bid item meeting specifications  
  Low bid item not meeting specifications  
  Price Comparison Information

Description	QTY	UOM	Manufacturer	Part #	Price	Total Cost	Amended Price	Amended Cost	Manufacturer	Part #	Price	Total Cost	Manufacturer	Part #	Price	Total Cost	Bid Unit Price Comparison		
																	2025 Unit Price	2025-2026 Unit Price Difference	2025-2026 Percent Difference
2006254 R11-4 ROAD CLOSED TO THROUGH/THRU TRAFFIC, 60X30 ASTM TYPE IV	10	Each	Osburn Associates Inc		74.13	741.30			Newman Signs Inc	T-R11-460/2N3A	73.21	732.10			84.90	849.00	New Item		
2006262 I100 WEIGHT BRIDGE, ON BRIDGE AHEAD, (BLANK) 30X54 ASTM TYPE IV	10	Each	Osburn Associates Inc		66.71	667.10			Newman Signs Inc	T-DP054030/2N3A	78.49	784.90			97.09	970.90	New Item		
2006486 R1-2 YIELD, 36X36 ASTM TYPE IV	100	Each	Osburn Associates Inc		29.65	2,965.00			Newman Signs Inc	T-R1-236/2C3A	29.11	2,911.00			36.44	3,644.00	\$ 21.47	\$ 7.64	35.58%
2006733 W8-13 BRIDGE ICES BEFORE ROAD, 36X36 ASTM TYPE XI, FY	20	Each	Osburn Associates Inc		63.09	1,261.80			Newman Signs Inc	T-SP036036/2E7Y	66.04	1,320.80			90.63	1,812.60	\$ 53.73	\$ 9.36	17.42%
2006816 R5-1 DO NOT ENTER, 36X36 ASTM TYPE IV	25	Each	Osburn Associates Inc		53.57	1,339.25			Newman Signs Inc	T-R5-136/2I3A	51.58	1,289.50			69.26	1,731.50	New Item		
2006858 W11-8 EMERGENCY VEHICLE/FIRE ENGINE, 36X36 ASTM TYPE XI, FY	10	Each	Osburn Associates Inc		63.09	630.90			Newman Signs Inc	T-W11-836/2E7Y	64.68	646.80			90.63	906.30	New Item		
2006981 W1-2L HORIZ. ALIGN, CURVE, 36X36 ASTM TYPE XI, FY	20	Each	Osburn Associates Inc		63.09	1,261.80			Newman Signs Inc	T-W1-2L36/2E7Y	64.68	1,293.60			77.63	1,552.60	New Item		
2007004 W01-4L HORIZ. ALIGN, REVERSE CURVE, 36X36 ASTM TYPE XI, FY	10	Each	Osburn Associates Inc		63.09	630.90			Newman Signs Inc	T-W1-4L36/2E7Y	64.68	646.80			77.63	776.30	New Item		
2007046 W1-1L HORIZ. ALIGN, TURN, 36X36 ASTM TYPE XI, FY	10	Each	Osburn Associates Inc		63.09	630.90			Newman Signs Inc	T-W1-1L36/2E7Y	64.68	646.80			77.63	776.30	New Item		
2007070 R3-1 MOVE. PROB., NO LEFT TURN (SYM) 36X36 ASTM TYPE IV	5	Each	Osburn Associates Inc		53.57	267.85			Newman Signs Inc	T-R3-2L36/2I3A-2	53.05	265.25			77.63	388.15	New Item		
2007096 R3-3 MOVE. PROB., NO TURNS, 36X36 ASTM TYPE IV	5	Each	Osburn Associates Inc		53.57	267.85			Newman Signs Inc	T-R3-336/2I3A-DP	61.44	307.20			77.63	388.15	New Item		
2007161 W8-3 PAVEMENT ENDS, 36X36 ASTM TYPE XI, FY	5	Each	Osburn Associates Inc		63.09	315.45			Newman Signs Inc	T-W8-336/2E7Y	64.68	323.40			77.63	388.15	New Item		
2007195 W11-2 PEDESTRIAN, 36X36 ASTM TYPE XI, FY	30	Each	Osburn Associates Inc		63.09	1,892.70			Newman Signs Inc	T-W11-236/2E7Y	64.68	1,940.40			69.26	2,077.80	\$ 53.73	\$ 9.36	17.42%
2007228 W1-2R HORIZ. ALIGN., CURVE, 26X36 ASTM TYPE XI, FY	20	Each	Osburn Associates Inc		63.09	1,261.80			Newman Signs Inc	T-W1-2R36/2E7Y	64.68	1,293.60			69.26	1,385.20	New Item		
2007278 W4-2R LANE ENDS (COKE BOTTLE), 36X36 ASTM TYPE XI, FY	20	Each	Osburn Associates Inc		63.09	1,261.80			Newman Signs Inc	T-W4-2R36/2E7Y	64.68	1,293.60			77.63	1,552.60	New Item		
2007442 W3-3 SIGNAL AHEAD, 36X36 ASTM TYPE XI, FY	15	Each	Osburn Associates Inc		63.09	946.35			Newman Signs Inc	T-W3-336/2E7Y	73.62	1,104.30			104.28	1,564.20	New Item		
2007476 R1-1 STOP, 36X36 ASTM TYPE IV	20	Each	Osburn Associates Inc		51.00	1,020.00			Newman Signs Inc	T-R1-136/2A3A	52.67	1,053.40			69.26	1,385.20	\$ 41.02	\$ 9.98	24.33%
2007509 W3-1 STOP AHEAD, 36X36 ASTM TYPE XI, FY	15	Each	Osburn Associates Inc		63.09	946.35			Newman Signs Inc	T-W3-136/2F3B	80.24	1,203.60			104.28	1,564.20	\$ 37.31	\$ 25.78	69.10%
2008218 W4-1R MERGE, 48X48 ASTM TYPE XI, FY	5	Each	Osburn Associates Inc		112.16	560.80			Newman Signs Inc	T-W4-1R48/2F7Y	111.08	555.40			135.69	678.45	\$ 95.52	\$ 15.56	16.29%

	Osburn Associates PO Box 912 Logan, Ohio, 43138			Newman Signs 1606 16th Ave SW Jamestown, North Dakota, 58401		Sign Solutions USA 2501 8th Ave NW West Fargo, North Dakota, 58078
Bid Solicitation Doc(s) Returned / Uploaded	YES			YES		YES
Addendum No. 1	YES			YES		
Is there an objection or deviation?				NO		NO
Specify:						
How long do you anticipate your ability to hold pricing?				1 year		1 Year
Minimum order requirements				non		2,000 Lbs
Indicate number of days for delivery to RCOC after receipt of order:				30 days		30 Days
Indicate how many item rolls are packaged in standard bundle:				1		Order Department
Do you offer payment discounts? For example, 2% 10 Net 30				NO		NO
If so, state discount						

Notes (color code):  
 Low bid item meeting specifications  
 Low bid item not meeting specifications  
 Price Comparison Information

Description	QTY	UOM	Manufacturer	Part #	Price	Total Cost	Amended Price	Amended Cost	Manufacturer	Part #	Price	Total Cost	Manufacturer	Part #	Price	Total Cost	Bid Unit Price Comparison		
																	2025 Unit Price	2025-2026 Unit Price Difference	2025-2026 Percent Difference
93668 W11-3 LARGE ANIMAL, DEER, 36X36 ASTM TYPE XI, FY	20	Each	Osburn Associates Inc		63.09	1,261.80			Newman Signs Inc	T-W11-336/2E7Y-DP	74.53	1,490.60			77.63	1,552.60	\$ 53.73	\$ 9.36	17.42%
93711 W3-5 REDUCED SPEED LIMIT AHEAD, (BLANK), 36X36 ASTM TYPE XI, FY	10	Each	Osburn Associates Inc		63.09	630.90			Newman Signs Inc	T-W3-536/2E7Y	79.67	796.70			90.63	906.30	\$ 53.73	\$ 9.36	17.42%
93713 S4-5 REDUCED SCHOOL SPEED LIMIT AHEAD (BLANK), 36X36 ASTM TYPE XI, FYG	10	Each	Osburn Associates Inc		63.09	630.90			Newman Signs Inc	T-S4-536/2E7Y	91.61	916.10			82.08	820.80	\$ 53.73	\$ 9.36	17.42%
93714 W100 HIDDEN DRIVEWAYS, 36X36 ASTM TYPE XI, FY	15	Each	Osburn Associates Inc		63.09	946.35			Newman Signs Inc	T-DP036036/2E7Y	78.04	1,170.60			90.63	1,359.45	New Item		
93785 W16-9P AHEAD (PLAQUE FOR SCHOOL), 30X18 ASTM TYPE XI, FYG	20	Each	Osburn Associates Inc		26.29	525.80			Newman Signs Inc	T-W16-9P30/2M7Z	30.85	617.00			36.92	738.40	\$ 22.39	\$ 3.90	17.42%
93786 W16-7PL DOWNWARD DIAGONAL ARROW (PLAQUE), 30X18 ASTM TYPE XI, FY	10	Each	Osburn Associates Inc		26.29	262.90			Newman Signs Inc	T-W16-730/2M7Z	30.85	308.50			39.52	395.20	\$ 22.39	\$ 3.90	17.42%
93820 W14-1AR DEAD END, RIGHT ARROW, 36X9X0.063 ASTM TYPE XI, FY	20	Each	Osburn Associates Inc		15.77	315.40			Newman Signs Inc	T-DP036009/1M7Y	24.20	484.00			21.51	430.20	New Item		
93821 W14-1AL DEAD END, LEFT ARROW, 36X9X0.063 ASTM TYPE XI, FY	20	Each	Osburn Associates Inc		15.77	315.40			Newman Signs Inc	T-DP036009/1M7Y	24.20	484.00			21.51	430.20	New Item		
93822 W14-2AR NO OUTLET, RIGHT ARROW, 36X9X0.063 ASTM TYPE XI, FY	15	Each	Osburn Associates Inc		15.77	236.55			Newman Signs Inc	T-DP036009/1M7Y	24.33	364.95			21.51	322.65	\$ 17.91	\$ (2.14)	-11.95%
93823 W14-2AL NO OUTLET, LEFT ARROW, 36X9X0.063 ASTM TYPE XI, FY	15	Each	Osburn Associates Inc		15.77	236.55			Newman Signs Inc	T-DP036009/1M7Y	24.22	363.30			21.51	322.65	\$ 17.91	\$ (2.14)	-11.95%
93828 R1-5R YIELD HERE TO PEDESTRIANS, RIGHT ARROW, 36X36 ASTM TYPE IV	5	Each	Osburn Associates Inc		53.37	266.85			Newman Signs Inc	T-R1-5R36/2I3A-2	53.05	265.25			77.63	388.15	New Item		
93829 R1-5L YIELD HERE TO PEDESTRIANS, LEFT ARROW, 36X36 ASTM TYPE IV	5	Each	Osburn Associates Inc		53.37	266.85			Newman Signs Inc	T-R1-5L36/2I3A-2	53.05	265.25			77.63	388.15	New Item		
93837 R10-3E COUNTDOWN PEDESTRIAN, RIGHT ARROW, 9X15 ASTM TYPE IV	50	Each	Osburn Associates Inc		5.56	278.00			Newman Signs Inc	T-R10-3ER09/2K3A-2	12.81	640.50			10.54	527.00	New Item		
93838 R10-3E COUNTDOWN PEDESTRIAN, LEFT ARROW, 9X15 ASTM TYPE IV	50	Each	Osburn Associates Inc		5.56	278.00			Newman Signs Inc	T-R10-3EL09/2K3A-2	12.81	640.50			10.54	527.00	\$ 4.47	\$ 1.09	24.38%
94100 REFLECTIVE PANEL FOR SIGN POST, RED, 3X60	150	Each	Osburn Associates Inc		7.41	1,111.50			Newman Signs Inc	T-SB003060/2Z3D	11.19	1,678.50			14.01	2,101.50	\$ 5.98	\$ 1.43	23.91%
94164 R02-6AP FINES DOUBLE (PLAQUE), 24X18 ASTM TYPE IV	20	Each	Osburn Associates Inc		17.79	355.80			Newman Signs Inc	T-R2-6AP24/2M3A	21.65	433.00			27.29	545.80	New Item		
94267 I100 WEIGHT ROAD, DESIGNATED LOADING, CLASS A, 24X30 ASTM TYPE IV	50	Each	Osburn Associates Inc		29.65	1,482.50	39.65	1,982.50	Newman Signs Inc	T-DP024030/2K3A	38.71	1,935.50			45.48	2,274.00	New Item		

	Osburn Associates PO Box 912 Logan, Ohio, 43138			Newman Signs 1606 16th Ave SW Jamestown, North Dakota, 58401		Sign Solutions USA 2501 8th Ave NW West Fargo, North Dakota, 58078
Bid Solicitation Doc(s) Returned / Uploaded	YES			YES		YES
Addendum No. 1	YES			YES		
Is there an objection or deviation?				NO		NO
Specify:						
How long do you anticipate your ability to hold pricing?				1 year		1 Year
Minimum order requirements				non		2,000 Lbs
Indicate number of days for delivery to RCOC after receipt of order:				30 days		30 Days
Indicate how many item rolls are packaged in standard bundle:				1		Order Department
Do you offer payment discounts? For example, 2% 10 Net 30				NO		NO
If so, state discount						

Notes (color code):  
 Low bid item meeting specifications  
 Low bid item not meeting specifications  
 Price Comparison Information

Description	QTY	UOM	Manufacturer	Part #	Price	Total Cost	Amended Price	Amended Cost	Manufacturer	Part #	Price	Total Cost	Manufacturer	Part #	Price	Total Cost	Bid Unit Price Comparison		
																	2025 Unit Price	2025-2026 Unit Price Difference	2025-2026 Percent Difference
94271 R3-7L LEFT LANE MUST TURN LEFT, 36X36 ASTM TYPE IV	5	Each	Osburn Associates Inc		53.57	267.85			Newman Signs Inc	T-R3-7L36/2I3A	51.58	257.90			77.63	388.15	\$ 42.93	\$ 8.65	20.15%
94272 R3-7R RIGHT LANE MUST TURN RIGHT, 36X36 ASTM TYPE IV	5	Each	Osburn Associates Inc		53.57	267.85			Newman Signs Inc	T-R3-7R36/2I3A	51.58	257.90			77.63	388.15	New Item		
94429 W11-15 TRAIL CROSSING/BIKE DUDE 36X36 ASTM TYPE XI, FY	10	Each	Osburn Associates Inc		63.09	630.90			Newman Signs Inc	T-W11-1536/2E7Y	64.68	646.80			77.63	776.30	New Item		
94459 W11-10 TRUCK, 36X36 ASTM TYPE XI, FY	5	Each	Osburn Associates Inc		63.09	315.45			Newman Signs Inc	T-W11-1036/2E7Y-DP	74.53	372.65			77.63	388.15	\$ 53.73	\$ 9.36	17.42%
94541 REFLECTIVE PANEL FOR SIGN POST, WHITE, 3X60	100	Each	Osburn Associates Inc		7.41	741.00			Newman Signs Inc	T-SB003060/2Z3A	11.19	1,119.00			14.01	1,401.00	\$ 5.98	\$ 1.43	23.91%
94578 W11-5 FARM VEHICLE 30X30 ASTM TYPE XI, FY	5	Each	Osburn Associates Inc		43.81	219.05			Newman Signs Inc	T-W11-530/2E7Y	46.99	234.95			53.91	269.55	New Item		
94579 W13-1P ADVISORY SPEED PLAQUE (10) 24X24 ASTM TYPE XI, FY	7	Each	Osburn Associates Inc		28.04	196.28			Newman Signs Inc	T-W13-1-1024/2I7Y	32.51	227.57			36.38	254.66	New Item		
94580 W13-1P ADVISORY SPEED PLAQUE (15) 24X24 ASTM TYPE XI, FY	7	Each	Osburn Associates Inc		28.04	196.28			Newman Signs Inc	T-W13-1-1524/2I7Y	32.51	227.57			36.38	254.66	New Item		
94581 W13-1P ADVISORY SPEED PLAQUE (20) 24X24 ASTM TYPE XI, FY	7	Each	Osburn Associates Inc		28.04	196.28			Newman Signs Inc	T-W13-1-2024/2I7Y	32.51	227.57			36.38	254.66	New Item		
94582 W13-1P ADVISORY SPEED PLAQUE (25) 24X24 ASTM TYPE XI, FY	7	Each	Osburn Associates Inc		28.04	196.28			Newman Signs Inc	T-W13-1-2524/2I7Y	32.51	227.57			36.38	254.66	New Item		
94583 W13-1P ADVISORY SPEED PLAQUE (30) 24X24 ASTM TYPE XI, FY	7	Each	Osburn Associates Inc		28.04	196.28			Newman Signs Inc	T-W13-1-3024/2I7Y	32.51	227.57			36.38	254.66	New Item		
94584 W13-1P ADVISORY SPEED PLAQUE (35) 24X24 ASTM TYPE XI, FY	7	Each	Osburn Associates Inc		28.04	196.28			Newman Signs Inc	T-W13-1-3524/2I7Y	32.51	227.57			36.38	254.66	New Item		
94585 W13-1P ADVISORY SPEED PLAQUE (40) 24X24 ASTM TYPE XI, FY	7	Each	Osburn Associates Inc		28.04	196.28			Newman Signs Inc	T-W13-1-4024/2I7Y	32.51	227.57			36.38	254.66	New Item		
94586 W13-1P ADVISORY SPEED PLAQUE (45) 24X24 ASTM TYPE XI, FY	7	Each	Osburn Associates Inc		28.04	196.28			Newman Signs Inc	T-W13-1-4524/2I7Y	32.51	227.57			36.38	254.66	New Item		
94587 W16-9P AHEAD (PLAQUE) 30X18 ASTM TYPE XI, FY	7	Each	Osburn Associates Inc		26.29	184.03			Newman Signs Inc	T-W16-9P30/2L7Y	30.85	215.95			39.52	276.64	New Item		
94588 R10-15L TURNING VEHICLES YIELD TO PEDESTRIANS (LEFT) 30X30 ASTM TYPE XI AND IV	5	Each	Osburn Associates Inc		43.81	219.05			Newman Signs Inc	T-R10-15L30/2I3A-3	40.81	204.05			53.91	269.55	New Item		
94589 R10-15R TURNING VEHICLES YIELD TO PEDESTRIANS (RIGHT) 30X30 ASTM TYPE XI AND IV	5	Each	Osburn Associates Inc		43.81	219.05			Newman Signs Inc	T-R10-15R30/2I3A-3	40.81	204.05			53.91	269.55	New Item		
94590 R12-1MOD WEIGHT LIMIT, BRIDGE (BLANK) 24X30 ASTM TYPE IV	5	Each	Osburn Associates Inc		29.65	148.25			Newman Signs Inc	T-R12-124/2K3A	31.62	158.10			45.48	227.40	New Item		
94591 R100 WEIGHT LIMIT, BRIDGE (BLANK) AHEAD 24X48 ASTM TYPE IV	5	Each	Osburn Associates Inc		47.44	237.20			Newman Signs Inc	T-DP048024/2N3A	57.01	285.05			67.94	339.70	New Item		

	Osburn Associates <small>PO Box 912 Logan, Ohio, 43138</small>			Newman Signs <small>1606 16th Ave SW Jamestown, North Dakota, 58401</small>		Sign Solutions USA <small>2501 8th Ave NW West Fargo, North Dakota, 58078</small>
Bid Solicitation Doc(s) Returned / Uploaded	YES			YES		YES
Addendum No. 1	YES			YES		
Is there an objection or deviation?				NO		NO
Specify:						
How long do you anticipate your ability to hold pricing?				1 year		1 Year
Minimum order requirements				non		2,000 Lbs
Indicate number of days for delivery to RCOC after receipt of order:				30 days		30 Days
Indicate how many item rolls are packaged in standard bundle:				1		Order Department
Do you offer payment discounts? For example, 2% 10 Net 30				NO		NO
If so, state discount						

Notes (color code):  
  Low bid item meeting specifications  
  Low bid item not meeting specifications  
  Price Comparison Information

Description	QTY	UOM	Manufacturer	Part #	Price	Total Cost	Amended Price	Amended Cost	Manufacturer	Part #	Price	Total Cost	Manufacturer	Part #	Price	Total Cost	Bid Unit Price Comparison		
																	2025 Unit Price	2025-2026 Unit Price Difference	2025-2026 Percent Difference
94592 R3-1 MOVE. PROH. - NO RIGHT TURN (SYM) 36X36 ASTM TYPE IV	5	Each	Osburn Associates Inc		53.37	266.85			Newman Signs Inc	T-R3-1R36/2I3A-2	53.05	265.25			77.63	388.15	New Item		
94593 R3-4 MOVE. PROH. - NO U-TURN (SYM) 36X36 ASTM TYPE IV	5	Each	Osburn Associates Inc		53.37	266.85			Newman Signs Inc	T-R3-436/2I3A-2	53.05	265.25			77.63	388.15	New Item		
94594 R4-21L LEFT TURN ONLY (WORDS) 24X30 ASTM TYPE IV	5	Each	Osburn Associates Inc		29.65	148.25			Newman Signs Inc	T-DP024030/2K3A	279.79	1,398.95			45.48	227.40	New Item		
94595 R4-21R RIGHT TURN ONLY (WORDS) 24X30 ASTM TYPE IV	5	Each	Osburn Associates Inc		29.65	148.25			Newman Signs Inc	T-DP024030/2K3A	38.86	194.30			45.48	227.40	New Item		
94596 R6-1L ONE WAY (LEFT) 30X10 ASTM TYPE IV	15	Each	Osburn Associates Inc		12.33	184.95			Newman Signs Inc	T-DP030010/2M3A	21.06	315.90			18.95	284.25	New Item		
94597 R6-1R ONE WAY (RIGHT) 30X10 ASTM TYPE IV	15	Each	Osburn Associates Inc		12.33	184.95			Newman Signs Inc	T-DP030010/2M3A	21.06	315.90			18.95	284.25	New Item		
94598 W1-6RL LARGE ARROW (1-DIRECTION) 60X30X0.080 ASTM TYPE XI, FY	5	Each	Osburn Associates Inc		87.63	438.15			Newman Signs Inc	T-W1-660/2N7Y	91.31	456.55			124.20	621.00	New Item		
94599 W1-6RL LARGE ARROW (1-DIRECTION) 72X36X0.125 ASTM TYPE XI, FY	5	Each	Osburn Associates Inc		159.48	797.40			Newman Signs Inc	T-DP072036/4N7Y	188.39	941.95			213.48	1,067.40	New Item		
94600 W1-7RL LARGE ARROW (2-DIRECTION) 60X30X0.080 ASTM TYPE XI, FY	5	Each	Osburn Associates Inc		87.63	438.15			Newman Signs Inc	T-W1-760/2N7B	89.82	449.10			124.20	621.00	New Item		
94601 W1-7RL LARGE ARROW (2-DIRECTION) 72X36X0.125 ASTM TYPE XI, FY	5	Each	Osburn Associates Inc		159.48	797.40			Newman Signs Inc	T-DP072036/4N7Y	188.39	941.95			213.48	1,067.40	New Item		
94602 W1-8RL CHEVRON ALIGN 30X36 ASTM TYPE XI, FY	7	Each	Osburn Associates Inc		52.58	368.06			Newman Signs Inc	T-W1-830/2K7Y	55.00	385.00			68.40	478.80	New Item		
94603 W1-8RL CHEVRON ALIGN 36X48 ASTM TYPE XI, FY	7	Each	Osburn Associates Inc		84.12	588.84			Newman Signs Inc	T-W1-836/2K7Y	83.91	587.37			107.98	755.86	New Item		
94604 W4-4P CROSS TRAFFIC DOES NOT STOP 36X18 ASTM TYPE XI, FY	7	Each	Osburn Associates Inc		31.55	220.85			Newman Signs Inc	T-W4-4P36/2M7Y	35.66	249.62			41.53	290.71	New Item		
94605 R100 WEIGHT BRIDGE, ON BRIDGE AHEAD (BLANK)(SUB-LOCAL) 24X60 ASTM TYPE IV	5	Each	Osburn Associates Inc		59.30	296.50			Newman Signs Inc	T-DP048030/2Z3A	69.67	348.35			84.92	424.60	New Item		
94606 R100 WEIGHT BRIDGE (BLANK)(SUB-LOCAL) 24X36 ASTM TYPE IV	5	Each	Osburn Associates Inc		35.58	177.90			Newman Signs Inc	T-DP024036/2Z3A	45.61	228.05			54.57	272.85	New Item		
94263 REFLECTIVE PANEL FOR SIGN POST, FY, 3X60	300	Each	Osburn Associates Inc		8.76	2,628.00			Newman Signs Inc	T-DP003060/2Z7Y	13.00	3,900.00			15.90	4,770.00	\$ 5.98	\$ 2.78	46.49%
<b>TOTALS:</b>					\$	126,583.97					\$	140,067.60			\$	177,065.34			

Total Bid: \$ 125,379.15

\$ 104,671.13

20,708.02