

## Town of Windsor

### Memorandum

October 14, 2014

**TO:** The Honorable Mayor and Town Council  
**FROM:** Michael Stallings, Town Manager *MS*  
**SUBJECT:** Replacement Sign

I have obtained two quotes for a replacement LED display sign to be placed in front of Town Hall. I have attached these two quotes to this memorandum. As you can see, the low price is \$16,260, and the high price is \$31,595.56. Both signs come with a 5 year warranty on the display, and both signs are made of a synthetic stucco material.

As you may recall, we received \$25,000 from our insurance company for the replacement sign. As such, we have the funds to cover the low bid for this project.

This is for Council's discussion and direction.



Salesman **JERRY PHELPS**

Date **9 SEPT 2014**

Order # \_\_\_\_\_

# P R O P O S A L

2629 Dean Drive, Virginia Beach, VA 23452 • 757-486-3412 • 757-486-7658-fax • jphelps@cardinalsign.com

Customer **TOWN OF WINDSOR**  
 Job **WINDSOR, VA.**  
 Address  
 Contact **MICHAEL STALLINGS**  
 mstallings@windsor-va.gov  
 Phone **242-4288**  
 Fax

Invoice Address

Description	Total
<p>A) CARDINAL SIGN WILL FURNISH AND INSTALL ONE (1) DOUBLE FACED INTERNALLY ILLUMINATED FREESTANDING SIGN AS PER DRAWING #25053. THE SIGN IS TO BE FABRICATED FROM .040 ALUMINUM PRIMED AND PAINTED WITH TWO (2) COATS OF HIGH GRADE AUTOMITVE ENAMEL. THE SIGN IS TO BE ILLUMINATED WITH HIGH OUTPUT FLORESCENT LAMPS. THE FACES ARE TO BE ROUTED .090 ALUMINUM AND THE COPY AREAS ARE TO BE BACKED WITH 3/16" THICK PLASTIC WITH VINYL OVERLAY. THE SIGN IS TO BE MOUNTED TO A SYNTHETIC STUCCO BASE AS SHOWN. CARDINAL SIGN WILL FURNISH AND INSTALL ONE (1) 17" X 75" DOUBLE FACED SINGLE COLOR (RED) 19MM LED SIGN. THE SIGN CAN ACCOMMODATE TWO (2) ROWS OF 5" TALL CHARACTERS AND CAN DISPLAY UP TO 4,096 SHADES. THE LED SIGN CAN PLAY PRERECORDED CLIPS UP TO 30 FEET PER SECOND. THE SIGN WILL BE CONTROLLED BY RWF HIGH SPEED LONG RANGE WIRELESS MODEM. THE CUSOTME RIS RESPONSIBLE FOR SUPPLYING A COMPUTER AND RUNNING THE WIRELESS MODEM CABLE IN THE BUILDING.</p>	<p><b>SIGN &amp; BRICK BASE = \$15,110.00 TAX = EXEMPT INSTALL = \$1,150.00</b></p>

- 50% deposit, balance due upon completion

Service	Time & Material
Permit	Time & Material
Total	<b>\$16,260.00</b>
	<b>PLUS</b>
	<b>PERMIT</b>

- Cardinal Sign will make final Electrical connection if an adequate, dedicated circuit is within 4' at the time of installation and is allowed by local code.
- The Client agrees to pay all cost of collection in the event of default of payment by the Client, including a reasonable attorney's fee. In event of delinquent payments, the Client will be charged a rate of 1.8% interest for every month after the first 30 days.

PROPERTY OF



2629 Dean Drive  
Virginia Beach, Va. 23452

Phone:  
(757) 486-3412

Fax:  
(757) 486-7658

E-Mail:  
JPHELPS@  
CARDINALSIGN.COM

Client:  
Town of Windsor

Sign Location:  
Windsor NC

Design No.:  
25053

Designer:  
KD

Salesman:  
Jerry Phelps

Scale:  
3/4"=1'-0"

Date:  
8-28-14

Customer Approval:

Signature

Date



**D/F LIGHTED SIGN**  
- Routed Aluminum Faces  
- 17" X 6'3" LED 19mm Monochrome



**Estimate #425**

**10/16/2013**

Prepared for:  
Town Of Windsor  
  
Town Of Windsor

Prepared by:  
Vic's Signs & Engraving  
Salesperson: Vic Story  
107 w 4th ave.  
Franklin, Va. 23851  
Phone: 757-562-2243 Fax: 757-562-2228

**Description:**

50% Deposit due at time of order balance due upon completion of sign

**Delivery:**

Production time for the following item(s) will be approximately 45 working days.

Quantity	Description	Each	Amount	Tax
1	Synthetic Stucco Monument Style Sign 5' x10' x 16" double faced with town logo desgined to accept digital cabinets	\$5,890.34	\$5,890.34	
1	WatchFire Double Face LED digital signs 17"h x6'3" d 12" x 6' Viewing area including wireless comminication link 5 year factory warranty	\$21,790.10	\$21,790.10	
1	Install sign & Led cabinets	\$1,200.00	\$1,200.00	
1	Remove and Haul away damaged concrete slab, form and pour new slab to accept new sign if wireing ls damaged from accident it must be replaced and is not covered in this estimate,	\$2,715.12	\$2,715.12	

**TOTALS Subtotal: \$31,595.56**

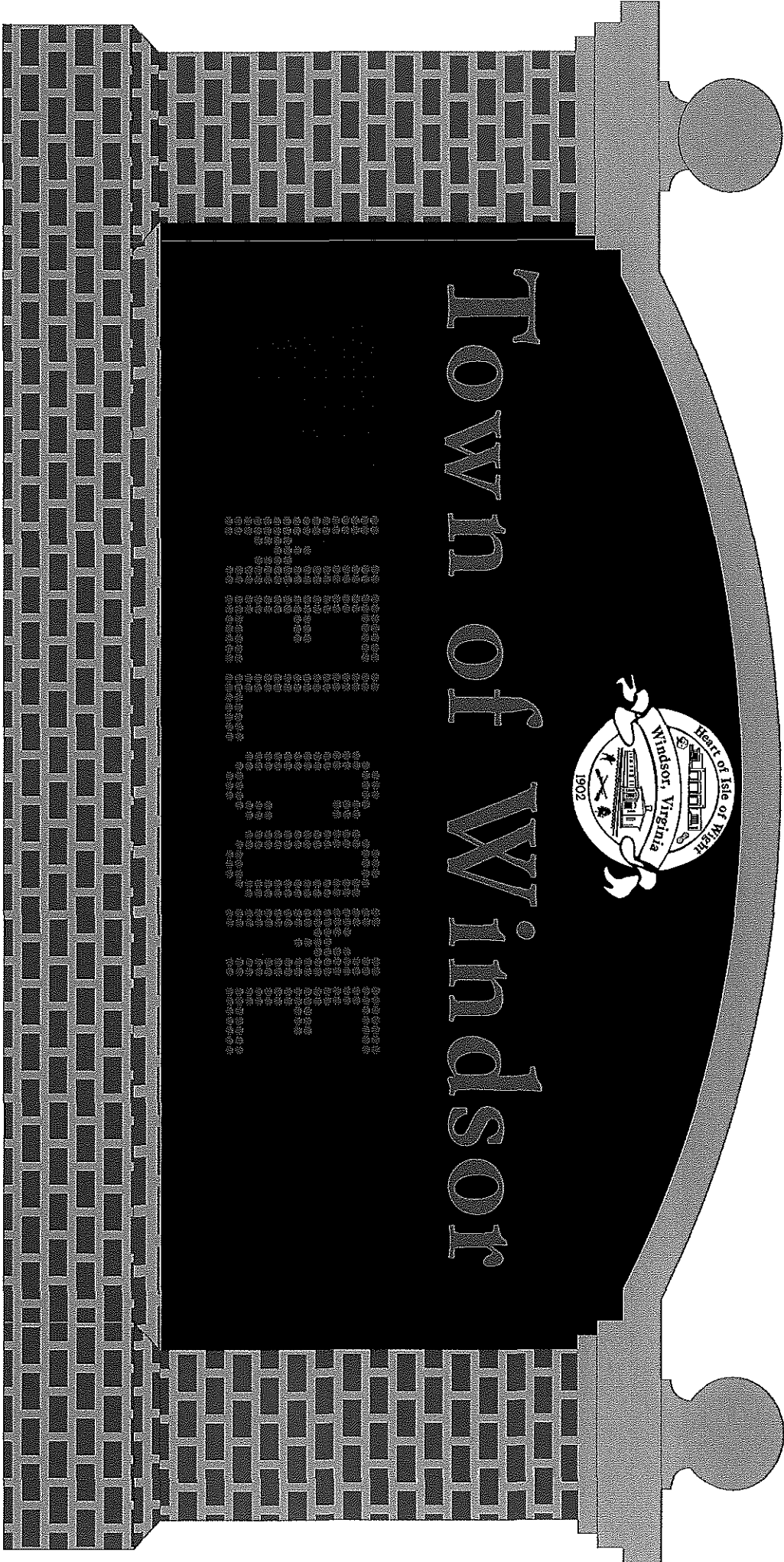
Sales Tax: \$0.00

**Total: \$31,595.56**

**Terms:**

By my signature below, I authorize work to begin and agree to pay above amount in full according to the terms on this agreement.

SIGNED: \_\_\_\_\_ DATE: \_\_\_\_\_ AMT. PAID TODAY: \_\_\_\_\_



# Town of Windsor

