

STATE OF NEW HAMPSHIRE  
BUREAU OF PURCHASE AND PROPERTY  
STATE HOUSE ANNEX - ROOM 102  
25 CAPITOL ST  
CONCORD NH 03301-6398

DATE: November 1, 2019

NOTICE OF CONTRACT  
**REVISED – EXTENSION**

**COMMODITY:** REFLECTIVE SHEETING FOR LICENSE PLATES

**CONTRACT #:** 8001631

**NIGP CODE:** 550-4500

**CONTRACTOR:** 3M COMPANY VENDOR CODE: 177728 P003  
3M CENTER BLDG 235-3A-09  
ST PAUL MN 55144-1000

**CONTACT PERSON:** Daniel F. Moran  
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**EFFECTIVE DATES:** November 1, 2014 through October 31, 2017  
November 1, 2017 through October 31, 2019  
November 1, 2019 through October 31, 2021

TERMINATION:

The State of New Hampshire shall have the right to terminate the purchase contract at any time by giving the successful Contractor a thirty (30) day written notice.

ABILITY TO PROVIDE:

Contractor shall be capable of providing each State of New Hampshire agency with their entire requirements of the items required without any delay or substitution. The State of New Hampshire reserves the right to add or to delete locations at the contract price.

ORDERING PROCEDURE:

State agencies shall place their orders by electronic order entry, by telephone, by e-mail, by FAX, or they may establish a standard delivery order.

AUDITS AND ACCOUNTING:

Contractor shall allow representatives of the State of New Hampshire to have complete access to all records for the purpose of determining compliance with the terms and conditions of this contract.

At intervals during the contract term, and prior to the termination of the contract, the Contractor may be required to provide a complete and accurate accounting of all products and quantities ordered by each agency and institution and by political sub-divisions and authorized non-profit organizations.

ESTABLISHMENT OF ACCOUNTS:

Each State of New Hampshire agency shall have its own individual customer account number. There shall be instances where sub-sections of an agency shall need their own individual customer account number. Should any State of New Hampshire agency place an order under the contract, the Contractor agrees to establish an account within three (3) working days from the date the order is placed. However, there shall be no delay in any shipment; the agency shall receive the items ordered in accordance with the delivery time required under the "Delivery Time" section of this contract, as if an account already exists for them.

RETURNED GOODS:

The Contractor shall resolve all order and invoice discrepancies within five business days from notification. Products returned due to quality issues, duplicate shipments, over-shipments, etc. shall be picked up by the

contractor within five (5) business days of notification with no restocking or freight charges, and shall be replaced with specified products or the agency shall be refunded/credited for the full purchase price. Unauthorized substitutions for any products are not allowed.

Standard stock products ordered in error by the State of New Hampshire shall be returned for full credit within fifteen (15) days of receipt. Products shall be in re-saleable condition (original container, unused) and there shall be no restocking fee charged for these products. The using agency shall be responsible for any freight charges to return these items to the Contractor.

**INVOICING:**

Invoicing shall be done on the basis of each order completed. Invoices shall clearly indicate the quantity, description, packaging, date delivered, contract number and contract price.

**WARRANTY REQUIREMENTS:**

**As specified in the Department of Safety specifications**

The warranty shall cover 100% of all parts, shipping, labor, travel, lodging and expenses.

**Questions:** Laura Ingram, Purchasing Agent  
 (E) [Laura.Ingram@nh.gov](mailto:Laura.Ingram@nh.gov)  
 (P) 603-271-2009

3M	\$PER SQ FT	\$ PER ROLL
<b>ROLL 12-1/16" - PRE-PRINTED</b>		
<b>36,000 SQ FT OR GREATER</b>		
ONE (1) COLOR (P/N 285PE)	\$0.845	\$764.46
TWO (2) COLOR	\$0.865	\$782.55
THREE (3) COLOR	\$0.885	\$800.65
FOUR (4) COLOR (P/N 281PE)	\$0.945	\$854.93
<b>ROLL 12-1/16" - PRE-PRINTED</b>		
<b>LESS THAN 36,000 SQ FT</b>		
ONE (1) COLOR (P/N 285PE)	\$0.895	\$809.7
TWO (2) COLOR	\$1.795	\$1623.91
THREE (3) COLOR	\$1.795	\$1623.91
FOUR (4) COLOR (P/N 281PE)	\$0.995	\$900.16
FIVE (5) COLOR	\$1.795	\$1623.91
SIX (6) COLOR	\$1.795	\$1623.91
<b>ROLL 7-1/16" - PRE-PRINTED</b>		
<b>36,000 SQ FT OR GREATER</b>		
ONE (1) COLOR	\$1.05	\$463.48
TWO (2) COLOR	\$1.07	\$472.30
THREE (3) COLOR	\$1.09	\$481.13
FOUR (4) COLOR	\$1.11	\$489.96
<b>ROLL 7-1/16" - PRE-PRINTED</b>		
<b>LESS THAN 36,000 SQ FT</b>		
ONE (1) COLOR (P/N C28XXX)	\$1.795	\$792.32
TWO (2) COLOR (P/N C28XXX)	\$1.795	\$792.32
THREE (3) COLOR (P/N C28XXX)	\$1.795	\$792.32
FOUR (4) COLOR (P/N C28XXX)	\$1.795	\$792.32
<b>ROLL 12-1/16" X 100 YARDS- PRE-PRINTED</b>		
<b>LESS THAN 36,000 SQ FT</b>		
ONE (1) COLOR (P/N C28XXX)	\$1.795	\$541.30
TWO (2) COLOR (P/N C28XXX)	\$1.795	\$541.30
THREE (3) COLOR (P/N C28XXX)	\$1.795	\$541.30
FOUR (4) COLOR (P/N C28XXX)	\$1.795	\$541.30
FIVE (5) COLOR (P/N C28XXX)	\$1.795	\$541.30
SIX (6) COLOR (P/N C28XXX)	\$1.795	\$541.30
<b>ROLL 12-1/16" X 100 YARDS- UN-PRINTED</b>		
<b>LESS THAN 36,000 SQ FT</b>		
UN-PRINTED WHITE SHEETING (P/N NHE04770)	\$1.00	\$904.65

UN-PRINTED COLORED SHEETING	\$1.10	\$995.16
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STATE OF NEW HAMPSHIRE LICENSE PLATE GRAPHICS

- OLD MAN OF THE MOUNTAIN – RIGHT – 6 CHARACTERS
- OLD MAN OF THE MOUNTAIN – CENTER
- OLD MAN OF THE MOUNTAIN – RIGHT – 7 CHARACTERS
- OLD STYLE PASSENGER GRAPHIC
- MOOSE GRAPHIC
- VETERAN GRAPHIC
- PURPLE HEART GRAPHIC
- PLAIN WHITE MOTORCYCLE SHEETING

**SECTION I - GENERAL**

These specifications shall cover the materials, performance characteristics, quality, and testing of retroreflective sheeting and support services necessary to produce finished license plates.

**A. DESCRIPTION:**

1. The retroreflective license plate shall consist of retroreflective (hereinafter referred to as "reflective" only) sheeting laminated to a specified aluminum substrate that is then embossed and message roll coated according to the sheeting manufacturer's recommendations.
2. The reflective sheeting shall consist of lens elements enclosed within a transparent resin and shall have a pre-coated pressure sensitive adhesive backing protected by a removable liner. The pre-printed design, in the reflective sheeting, shall be buried below the sheeting surface to insure reliable long-term durability.
3. The reflective sheeting, when applied to the license plate substrate and blanked to finished size, shall contain at the discretion of the Director of Motor Vehicles:
  - a. Identifying marks for purposes of on-vehicle traceability, warranty enforcement and anti-counterfeiting in accordance with these specifications. The warranty marks shall be buried below the sheeting surface for durability and shall incorporate the manufacturer's production run number that designates the source of manufacture, year of manufacture, and specific lot from which the material was supplied. The warranty marks shall not interfere or detract from the graphic design or reduce sheeting brightness and shall be durable for the service life of the license plate.
  - b. Contractor shall demonstrate their capability to provide these security devices.
4. Pre-printed reflective sheeting shall conform to the design, colors and sheeting type as approved by the state and reflective sheeting manufacturer. When using white background sheeting, all graphic inks shall be transparent to facilitate the same daytime/nighttime appearances.
5. In addition to a square foot price for pre-printed reflective sheeting, Contractor shall include pricing of unprinted white reflective sheeting (annual and multi-year) and any colored sheeting offered. The specifications contained herein shall apply to all standard size plate classifications and are inclusive of all special category plates issued by the State wherein reflective material is requested.

**B. QUALIFICATIONS**

Contractor shall meet the following criteria:

1. To assure high quality license plate performance, durability and service, the Contractor shall provide the State with proof of successful L/P manufacturing in other states. The Contractor shall:
  1. Show evidence of successful manufacture and application of preprinted license plate sheeting, thinners, and roll coat inks as parts of a totally integrated license plate system.
  - b. Provide state-of-the-art, operational application equipment at no charge, as a fundamental component of a totally integrated license plate system. The Contractor shall show manufacturing experience in other states.
  - c. The Contractor shall provide a list of equipment and flow diagrams.
  - d. Provide list and qualifications of experienced, full-time graphic design, customer service, technical service and sales service personnel.
  - e. Provide expert equipment installation service and on-site technical service within 48 hours at no charge; provide immediate toll-free call-in technical service.
  - f. Provide next day delivery of stocked equipment parts; provide the State with detailed list.

- g. Ship sheeting rolls via "bulk-pack" configuration per layer for ease of handling in the tag shop.
  - h. Conform to all performance requirements of this specification as specified in Section II and as tested by the State designated testing lab.
2. The Contractor shall provide all necessary samples for the agency or their designated testing facility to certify the material compliance with these specifications. At the request of the agency, the Contractor may also be required to compensate the agency or their testing agents for the cost of any material testing.
  3. A corporate officer shall certify that all license plate sheeting and roll coat inks purchased by the State are covered by the sheeting manufacturer ISO 9001 Registration.
  4. The Contractor shall submit technical data exhibiting characteristics of all materials proposed. Information submitted shall include detailed processing conditions for each phase of license plate manufacture. Such information shall also include times and temperatures required for curing roll coat pastes used in the production of completed license plates.
  5. Failing to conform to any of these qualification requirements may result in cancellation of the contract.

C. PERIODIC EVALUATION:

The State reserves the right to periodically evaluate the performance of materials. Samples for periodic evaluation of performance shall be selected at random from materials submitted on State purchase orders. Failure of materials to comply with the requirements of this specification shall be cause for removal.

D. TECHNOLOGICAL IMPROVEMENTS

The Contractor may, with agreement of the State, incorporate technological improvements that better optimize the license plate production process and/or license plate performance. This may include any automated license plate production systems as approved by the New Hampshire Division of Motor Vehicles.

SECTION II - PERFORMANCE STANDARDS

A. LICENSE PLATE SHEETING

1. Substrate
 

The sheeting shall be laminated to properly conversion coated aluminum substrate recommended by the sheeting manufacturer.
2. Diffuse Daytime Color
 

Through instrumental color testing, the diffuse daytime color of the reflective sheeting shall conform to color requirements as determined spectrophotometrically in accordance with ASTM E-1164 and E-1349, utilizing either 45/0 or 0/45 degree illumination/viewing conditions as described in E-1164 and E-1349 for retroreflective materials. Chromaticity and the Luminance Factor based on CIE tristimulus values for the 2° observer and illuminant D65 shall be calculated in accordance with ASTM E-308.

The color specification limits for white license plate sheeting are listed on the following chart. (See Appendix I for other sheeting colors).

COLOR SPECIFICATION Chromaticity Coordinates			
Pairs	White Corner Points		Luminance Factor
	x	y	Y%
1	.303	.287	42 min.
2	.368	.353	
3	.340	.380	
4	.274	.316	

3. Adhesive and Protective Liner:
  - a. The precoated adhesive shall form a durable bond to flat conversion coated license plate surfaces as recommended by the reflective sheeting manufacturer.
  - b. The protective liner attached to the adhesive shall be removable by peeling without soaking in water or other solvents and shall be easily removed after accelerated storage for four hours at 150°F (66°C) under weight of 2.5 lbs. per square inch (1.14KG per 6.45 sq. cm).

4. Roll Coating
  - a. The reflective sheeting shall be roll coated and compatible with transparent and opaque colors manufactured by the sheeting manufacturer.
  - b. The Contractor shall supply roll coat inks that meet State and Federal VOC regulations.
  - c. The roll coat ink shall be durable for the service life of the license plate and shall not fade, crack or peel from the surface of the license plate.
5. Inventory Control
  - a. To assist the license plate tag shop with inventory control problems, the Contractor shall mark the sheeting with an integral, directional image that incorporates the lot number so that the tag shop can employ first in/first out principles.

B. FINISHED LICENSE PLATES

Test panels shall be prepared in accordance with Section III, Para. A.

1. Retroreflective Characteristics

- a. The coefficient of retroreflection for the sheeting shall be measured on flat, clean, finished license plate test panels prepared per III.A and shall have the following minimum values at 0.2° observation angle, expressed as candlepower per foot-candle per square foot (candelas per lux per square meter) of material. Measurements shall be conducted in accordance with ASTM E-810, "Standard Test Method for Coefficient of Retroreflection of Retroreflective Sheeting". Measurements on reflective sheeting with a preprinted graphic design shall be taken in an unprinted sheeting area.

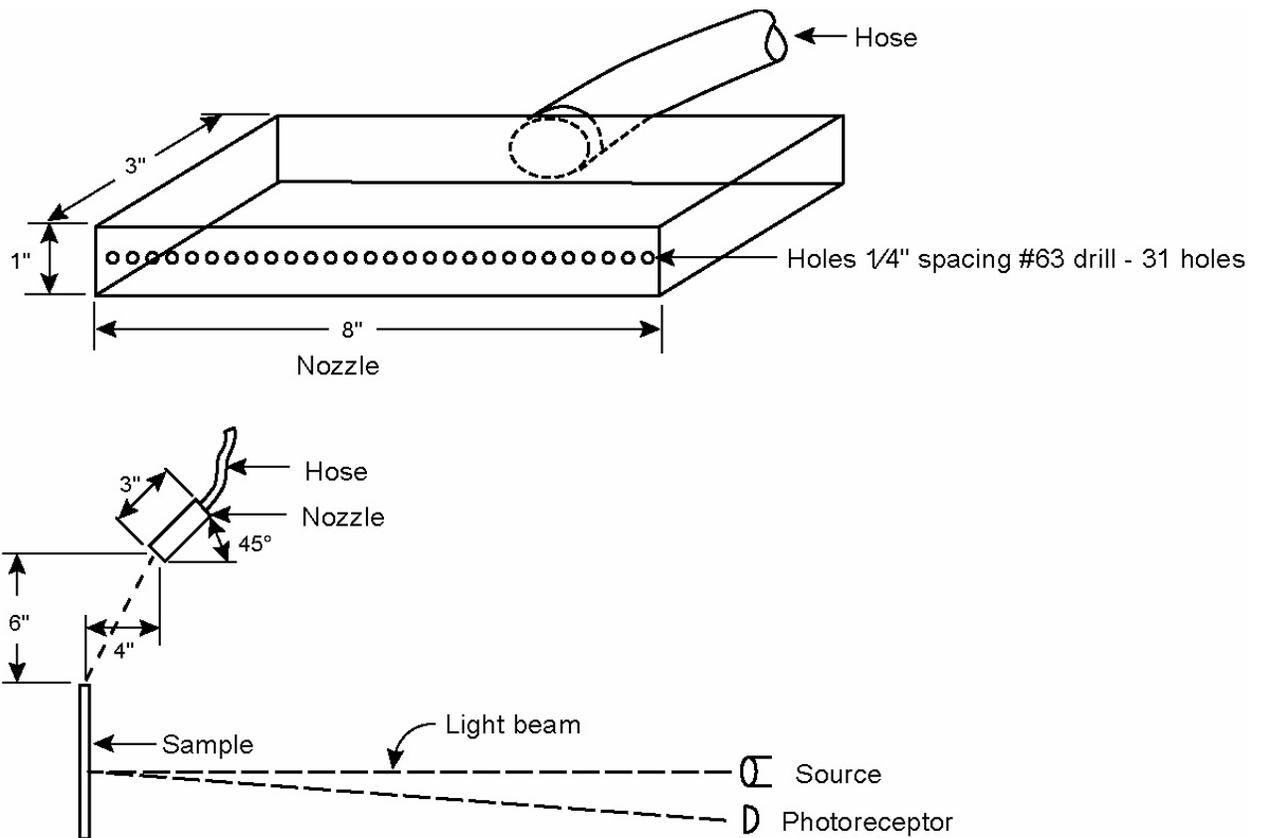
Color	Entrance Angle	
	-4°	40°
White	50	16
Yellow	25	10
Orange	25	10
Lemon-Yellow	25	10
Gold	25	10
Green	18	7
Blue	18	7
Red	9	3

2. Resistance to Accelerated Weathering.

- a. The sheeting shall be weather resistant and show no appreciable discoloration, crazing, cracking, blistering, lifting or dimensional change and the surface shall continue to be essentially smooth to provide direct application of validation stickers, determined after the following accelerated weathering tests:
- b. Laboratory testing – 2,000 hours in Xenon arc weatherometer using ASTM G 155 -Type BH, Method A. Samples shall maintain 70% of retroreflective table values shown in II, B. 1.
- c. Outdoor accelerated testing – Samples shall be placed in a 24 month unprotected outdoor exposure, facing the equator and inclined 45 degrees from the vertical. Retroreflective measurements, taken after cleaning, shall result in 70% or more retention of the table values shown in II, B. 1.

3. Rainfall Performance

- a. The Coefficient of Retroreflection of the same finished license plate test panels, measured on the same flat area of the test panels, totally wet by rain, shall not be less than 90 percent of the values specified above. The photometric performance during rainfall shall be determined as follows:
  - 1) Test set-up for rainfall performance:



## Place source and photoreceptor in horizontal plane

- 2) Place the test panel in an upright position 6 inches (15.2 cm) below and 4 inches (10.1 cm) in front of the nozzle as shown below:
  - 3) Apply sufficient water pressure so that the upper surface of the spray envelope strikes the top of the panel.
  - 4) With water falling on the panel, measure the coefficient of retroreflection. Wet performance measurements shall be conducted at 0.2° observation and -4° entrance angles in accordance with ASTM E-810.
4. Daytime/Nighttime Color
    - a. To assist in positive daytime/nighttime identification of license plates, the color of the reflective background of the sheetings, including any pre-printed design, shall be similar in daylight and by illumination at night.
  5. Flexibility - Embossing
    - a. The sheeting shall, when correctly applied to treated aluminum, conform to the minimum/maximum tolerances for embossing and/or debossing dies as used by the manufacturing facility that supplies finished plates to the state and as recommended by the sheeting manufacturer.
    - b. Finished, embossed license plates shall show no appreciable wrinkling, cracking, or squirming at or around embossed/debossed areas.
  6. Cleanability.
    - a. Finished license plates, manufactured in accordance with the recommendations of the reflective sheeting manufacturer, shall be easily cleansed of normal dirt accumulation by washing with water and mild detergent. A test panel shall be sprayed with water-suspended soils collected from the underside of vehicle fenders, mixed with water in the proportion of five pounds (2.27 kg) of soil to one gallon (3.78 liters) of water, and poured through a paint strainer.
    - b. The mixture shall then be sprayed onto the panel while particles are in suspension. After the panel is thoroughly dry, it shall be cleaned by washing with a mixture of water and mild detergent, rinsed with clean water and wiped dry for examination. The panel shall show no appreciable difference when compared to a new clean panel.

7. Solvent Resistance
  - a. License plate panels prepared per III.A shall be sufficiently solvent resistant to withstand exposure to mineral spirits, turpentine, toluene, xylene, and methyl alcohol without dissolving, wrinkling, puckering, blistering or edge lifting.
  - b. Test panels shall be 1" x 6" strips cut from license plate blanks. Strips of the license plate shall be immersed in a container with 4 inches of each solvent separately, at room temperature. Solvents and immersion time shall be as follows:
    - 1) Mineral spirits and turpentine - immersed for 10 minutes.
    - 2) Toluene, xylene and methyl alcohol - immersed for 1 minute.
  - c. At the end of the immersion time remove the samples from the containers and allow to dry before examining for any wrinkling, puckering, blistering, edge lifting or dissolving of the sheeting and adhesive. Failure of samples shall be cause for rejections.
8. Gasoline Resistance
  - a. Finished license plates shall be sufficiently gasoline resistant to withstand exposure to gasoline when tested as follows.
  - b. Test panels shall be immersed in a commercially available unleaded gasoline for a period of one minute. After removal from the gasoline the test panels shall be air-dried. The test panels shall show no evidence of dulling, whitening, softening, puckering, blistering, crinkling, or dissolving of the exterior film, inks, or adhesive, or separation from the aluminum substrate.

### **SECTION III - TEST PANELS AND QUALITY CONFORMANCE**

#### **A. TEST PANELS**

1. Finished license plate test panels 6" x 12" (15.2cm x 30.5cm) shall be provided for testing and evaluation within ten (10) calendar days if required by the state, and shall be produced of the same materials, on the same equipment and by the same general processes of substrate preparation, laminating, embossing or debossing, roll coating and oven drying as the production plates, in accordance with the sheeting manufacturer's recommendations. Note the following test panel exceptions for II. B. (1, 6, 8, 9) testing.
2. Special test panels for photometric, cold weather resistance and solvent resistance testing shall be produced as above, except that they shall not be embossed (for ease of testing) and they shall not be roll coated. These test panels shall be cured for a minimum of 25 minutes at 190-260°F (to simulate oven drying) and shall be conditioned for at least 24 hours at 72° ± 4°F (22° ± 2°C) and 50% ± 2% R.H. prior to testing.

#### **B. QUALITY CONFORMANCE**

1. Failure of the reflective sheeting to meet any requirement specified herein shall be cause for refusal to accept materials until evidence has been provided by the manufacturer that corrective action has been taken to eliminate deficiencies.

### **SECTION IV - PERFORMANCE LIFE & WARRANTIES**

#### **A. PERFORMANCE LIFE**

1. Reflective sheeting applied and processed into finished license plates according to the sheeting manufacturer's instruction shall be considered to perform effectively for the service life specified (excluding those plates showing mechanical damage) if:
  - a. The plates show no fading, cracking, blistering or peeling which shall significantly impair the intended visibility or legibility of the plate, and if
  - b. The clean rear plate retains at least 9 candlepower per foot-candle per plate (.84 candelas per lux per plate) for the length of the intended issue being bid. (up to a period of 5 years).<sup>1</sup>
2. Measurements shall be conducted at 0.2° observation angle and -4° entrance angle. Coefficient of Luminous Intensity shall be measured using the test method outlined in ASTM E-810 except that the coefficient of luminous intensity shall be determined in accordance with ASTM E-808-01 Para. 3.2.2 and ASTM E-809-02 Para. 12.3. Note: Reflective license plates with a graphic preprinted design may not meet this requirement as large graphic printed areas may affect the reflectivity levels of the finished license plates.

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<sup>1</sup> Assumes white sheeting background

B. WARRANTY PROVISIONS

1. The sheeting shall be imaged with a directional, integral warranty mark, so as to be traceable to the specific manufacturer's production run numbers from which the material originated. If at any time during the specified performance life of the reflective material provided, a one half of one percent sample of clean, rear plates produced from a given production run (identified by the integral warranty mark) reveals that 10 percent or more of that sample are found to be defective in visual or brightness performance requirements as defined herein, the Contractor shall be responsible for replacement of all plates manufactured from that specific lot of material.
2. The Contractor shall be responsible for all replacement costs associated with a specific lot; a maximum liability assessment of \$5.00 per plate shall be invoked for failed plates associated with a specific lot. Reimbursement of the State shall be in dollars and/or materials equal to the assessed damage, at the State's discretion.
3. To assure effective identification, the warranty marks shall be approximately 1.125 inches in diameter on standard 6" x 12" plates and shall be of a design mutually agreed upon by the State and the sheeting manufacturer. The manufacturer may vary the number, design and placement of the marks for motorcycle or smaller license plate sizes.
4. The warranty marks shall be verifiable on a license plate once properly affixed to the vehicle's designated mounting area, from an approximate head-on distance of six (6) feet;
  - (1.) Warranty marks shall not be observable at 2 feet or 20 feet or when the viewer steps to one side from the head-on viewing position so as not to compete or conflict with vital plate information.

OR
  - (2.) Warranty marks shall change appearance when the view steps to one side creating more than 45° angle to the plate so as not to compete or conflict with vital plate information.
5. The warranty marks shall be verifiable under both ambient light and retroreflected light at night, shall not interfere or conflict with the plate design or aesthetics, shall not alter sheeting colors or reduce sheeting brightness below specified levels and shall be required at the discretion of State.

SECTION V - SUPPORT SERVICES

A. PLATE DESIGN SERVICE

1. The Contractor shall, without additional cost, maintain a full-time professional design service to assist the state in creating a license plate of high legibility, recognition and desired aesthetics. The design shall become the property of the State of New Hampshire.
2. Consistency of printing and roll coat inks shall be maintained throughout the contract period. The supplier shall provide for and maintain an exact color to existing and/or selected designs by the State. The Contractor shall be required to furnish sheeting based on the current license plate design/format or any approved State design. Failure to maintain colors in accordance with this section shall be cause for contract cancellation.
3. Special-plate-category designs shall be provided in standard roll form so that they can be manufactured into finished plates by the same process and on the same machinery as used for the basic design(s) covered by this contract. The Contractor shall be able to provide these designs in quantities as limited as one 300-ft. roll of material.
4. The state reserves the right to redesign any or all of the plates required under these specifications during any resulting contract period.

B. TECHNICAL SERVICE

1. License Plate Materials and Manufacturing Equipment
  - a. The Contractor shall, without additional cost, provide the license plate manufacturing shop with expert technical service and product information. A list of expert technical service personnel, their qualifications and experience shall be provided.
  - b. On-site technical service shall, without additional cost, be available within 48 hours of notification by the manufacturing shop of production difficulties.

C. EQUIPMENT

1. The reflective Contractor shall provide the necessary operational equipment for the intended contract period to laminate unprinted or pre-printed sheeting to the substrate inclusive of, but not limited to, the graphic reflective sheeting applicator including stretch control mechanism, and corresponding registry feed controls. The equipment may be used/refurbished (operational) or new.

Contractor shall install application and registry equipment at the License plate manufacturing location, and provide reflective sheeting for production in order to demonstrate over a period of 7 days that the equipment meets these specifications. The Contractor shall cover costs during this 7-day period. This shall include reimbursement to the State of New Hampshire for all aluminum used in this testing, compensation for any labor dedicated by New Hampshire Correctional Industries employees for this trial period and shall be liable for any damage to other State of New Hampshire equipment.

2. All required training shall be completed and equipment installed and operational within forty-five (45) days of notice of award of contract. Installation and training shall be acceptable upon consistently running the required line(s) at representative speeds not to exceed 100 strokes per minute with a rejection rate of 2% or less. The acceptability of the blanks shall be determined by the issuing agency in conjunction with the license plate plant management.
3. The Contractor shall provide a list of available stocked parts to the license plate manufacturing shop. In event of equipment failure the Contractor shall ship stocked replacement parts by express carrier within the next day
4. The Contractor shall reimburse the cost of any waste materials, including metal and sheeting generated because of installation and testing of application and registry equipment to the state. Any salary costs generated because the Contractor requested to work during other than the normal scheduled work hours of the license plate plant employees shall be borne by the Contractor.
5. Upon expiration of the contract, the Contractor's equipment shall be removed within thirty (30) days unless an extension of the sheeting contract has been negotiated Contractor.
6. The Contractor shall provide Preventative Maintenance to all equipment used in the process of applying sheeting and creating the license plates.
7. The Contractor shall provide emergency repair services for all equipment used in the process of applying sheeting and creating license plates. One phone number shall be supplied for contact and response time shall be within 4 hours of initial call.

Contact Information: 1-877-777-3571  
[mvsscontactcenter@mmm.com](mailto:mvsscontactcenter@mmm.com)

## SECTION VI - PACKAGING AND SHIPPING

To ensure easy access and proper inventory control, the reflective sheeting shall be shipped in bulk packages. To prevent roll damage, each pallet of bulk packages shall be designed to prevent double stacking by the shipper. Production run sequence numbers shall be affixed to the outside of each shipping package that corresponds to the materials contained therein. Each roll shall be additionally designated by a core identifier stamped or affixed with a permanent label to the inside of each roll core. A shipping or packaging list shall be affixed to one box on a pallet identifying all production runs contained within the shipment.

## SECTION VII - DELIVERY SCHEDULE

All deliveries shall be provided F.O.B. to the State of New Hampshire's designated point of delivery. The first expected delivery of reflective sheeting shall be no later than forty-five (45) days following official notification of contract award, initial order and receipt of State approved artwork. All subsequent orders shall be F.O.B. destination with expected delivery within thirty (30) days after receipt of order.

## SECTION VIII - ACCOUNTABILITY

The manufacturer shall be accountable for all sheeting from the place of manufacture to the point of delivery. All over-run materials remaining in the manufacturer's possession after discontinuation of any design or the contract's cancellation, shall be destroyed and used for no other purpose.

## SECTION IX - PROCESSING

- A. The reflective sheeting processing shall be in accordance with the recommendations of the manufacturer. All processing procedures for reflective material, thinners, solvents and inks shall be

exact at the Contractor's expense, with equipment and procedures currently employed by the State.

- B. The sheeting manufacturer shall periodically properly remove all waste, thinners, and roll coat inks. In addition, the sheeting Contractor shall remove wastes from other consumables used in the production of license plate.
- C. The Contractor shall be required to deliver, free of charge, all clear coatings, thinners and inks on an "as needed" basis. Delivery in the amounts required shall be completed within fifteen (15) days after receipt of order.
- D. The contract shall be for projected volumes, which are estimates only. The contract shall be for actual amounts ordered during the selected contract production period. Delivery schedules and quantities shall be coordinated with the state's designated manufacturer.

APPENDIX I

COLOR SPECIFICATION

Chromaticity Coordinate

	Color	Corner x	Points y	Luminance Factor Y%
1.	White	.303 .368 .340 .274	.287 .353 .380 .316	42 Min.
2.	Yellow	.498 .557 .479 .438	.412 .442 .520 .472	28-38
3.	Lemon Yellow	.455 .514 .440 .395	.455 .485 .558 .508	40-50
4.	Orange	.505 .550 .600 .478	.354 .412 .360 .385	14-24
5.	Blue	.181 .270 .230 .103	.069 .220 .250 .246	11-20
6.	Green	.210 .280 .180 .080	.275 .385 .520 .310	15-25
7.	Red	.613 .636 .558 .708	.297 .364 .352 .292	5-10
8.	Gold	.435 .475 .420 .385	.465 .420 .370 .420	15-35