

MEMORANDUM



To: Town Council
From: Theo Holtwijk
Date: July 9, 2018
Re: Wayfinding Signage Project

BACKGROUND

In 2015, the Town commissioned a Wayfinding Plan, prepared by consultant LandWorks, with the goal of replacing the existing blue wayfinding signs that are in a state of disrepair. This plan is posted at https://www.falmouthme.org/sites/falmouthme/files/file/file/wayfinding_plan_complete_20150505.pdf. As this plan was being developed, staff consulted with the Community Development Committee (CDC) on the details of the project. The final plan that the CDC endorsed in 2015 resulted in 60+ signs with an estimated cost of approximately \$300,000.

Even though the Council was in favor of this project, staff has held off on implementing it due to concerns with the scope of the project, such as the overall cost, the large number of signs involved, and the proposed size of the large directional signs. The bid package that consultant LandWorks was authorized to prepare was subsequently put on hold pending a re-evaluation of the scope of the project.

As part of Falmouth300, the Town proposed to replace the "Welcome to Falmouth" sign on Route 1 near Route 88 this year with a new Large Gateway sign. Two quotes were obtained from vendors for this sign. The sign has not yet been ordered. Staff has taken the opportunity of the Gateway sign to re-evaluate the scope of the rest of the wayfinding project.



GATEWAY
LARGE

REVISED SCOPE

Staff recommends moving forward with installing one Large Gateway sign and the signs of "Option B" and also incorporate the graphic panel on the bottom of all directional signs.

Option B is a limited sign program with four destinations only (as opposed to 20+ in the 2015 plan): Route 1 Businesses, West Falmouth Businesses, Town Hall, and School Campus. Option B results in 24 signs and balances costs with basic wayfinding. It also provides an element of branding and marketing for Falmouth. ¹

¹ Option A represents the full sign program (56 signs) similar to the recommended 2015 Wayfinding Plan. Staff did revise the initial list of signs, removing some which appeared redundant or nonessential.

Option C represents a limited number of signs directing users at the "last turn" before a significant open space destination (16 signs). For example, a sign on Falmouth Road westbound at Winn Road would point right for Community Park. Then on Winn Road, the park entrance has a sign of its own. Option C is intended to help users locate these additional destinations, though not to the level of detail as called for by the 2015 plan.

Option D is the original program of Gateway signage consisting of one large sign (as referenced above) and five small signs optional at road entrances into Falmouth.



Large vehicular directional sign.



Small vehicular directional sign.

Signs with three or more destinations are proposed to be large directional. Signs with one or two destinations are proposed to be small.

The sign distribution and estimated costs for each option are as follows:

	Large	Small	Estimated Cost ²
Option A	24	32	\$245,000
Option B	8	16	\$100,000
Option C	2	14	\$60,000
Option D	1	5	\$20,000

CDC REVIEW

On March 20, 2018 the CDC reviewed the revised sign proposal and supported the staff recommendations.

COST PROPOSALS

Since March 2018 staff contacted seven sign companies and obtained several quotes for the recommended program (option B signs plus one large Gateway sign). The following quotes were received:

Bailey Sign	\$92,660
Sign Concepts	\$110,500
Burr Signs	\$120,410
Neokraft	\$128,867

RECOMMENDATION

Staff recommends that Bailey Sign be awarded the contract for the installation of these signs and that the Council approve a total funding appropriation of \$92,660 from the combined four Tax Increment Financing Districts in Falmouth.

ATTACHMENTS

The sign schedule with location, destination, and directional information for options A, B, and C and accompanying map and the sign quotes are attached.

² Based on average 2015 LandWorks estimates.

Falmouth Wayfinding Plan
Scope options

	Location	Old
1-N	Foreside Rd NB @ Town Landing Rd	SD.3
1-S	Foreside Rd SB @ Town Landing Rd	SD.4
2-N	Route 1 NB @ Johnson Rd	SD.5
2-S	Route 1 SB @ Johnson Rd	SD.6
3-N	Route 1 NB @ Depot Rd	D.1
3-N-2	Route 1 NB @ Depot Rd	SD.1
3-S	Route 1 SB @ Depot Rd	D.2
3-S-2	Route 1 SB @ Depot Rd	SD.2
3-E	Lunt Rd EB @ Depot Rd	
3-W	Depot Rd WB @ Hat Trick Drive	
4-N	Route 1 NB @ Bucknam Rd	D.3
4-S	Route 1 SB @ Bucknam Rd	D.4

CANCELLED

CANCELLED

ADDED

ADDED

Option A:
Full schedule

Destinations & Direction

FALMOUTH
Town Landing ▶
FALMOUTH
◀ Town Landing
FALMOUTH
Town Landing ▶
FALMOUTH
◀ Town Landing
FALMOUTH
▲ Town Landing
◀ Ice Arenas/Village Park
◀ Legion Baseball Fields
◀ Town Hall/School Campus
FALMOUTH
◀ Falmouth Memorial Library
◀ Mason-Motz Activity Center
FALMOUTH
Ice Arenas/Village Park ▶
Legion Baseball Fields ▶
Falmouth Memorial Library ▶
FALMOUTH
Mason-Motz Activity Center ▶
FALMOUTH
▲ Town Landing
◀ Town Hall/School Campus
◀ Falmouth Heritage Museum
◀ West Falmouth Businesses
FALMOUTH
▲ Route One Businesses
Town Hall/School Campus ▶
West Falmouth Businesses ▶

Option B:
Route 1 businesses,
West Falmouth businesses,
Town Hall/School Campus

Destinations & Direction

REMOVED
REMOVED
REMOVED
REMOVED
REMOVED
REMOVED
REMOVED
REMOVED
FALMOUTH
◀ Town Hall/School Campus
◀ West Falmouth Businesses
FALMOUTH
▲ Route One Businesses
Town Hall/School Campus
West Falmouth Businesses ▶

Option C:
"Last Turns"
for other key destinations

Destinations & Direction

FALMOUTH
Town Landing ▶
FALMOUTH
◀ Town Landing
FALMOUTH
◀ Legion Baseball Fields
Ice Arenas/Village Park ▶
FALMOUTH
◀ Ice Arenas/Village Park
Legion Baseball Fields (next right) ↗

5-NI-295 NB Exit @ Bucknam Rd

D.5

5-SI-295 SB Exit @ Bucknam Rd

D.6

6-NMiddle Rd NB @ Lunt Rd

D.7

6-N-2Lunt Rd WB @ Falmouth Rd

SD.8

6-SMiddle Rd SB @ Falmouth Rd

D.10

6-EFalmouth Rd EB @ Middle Rd

D.9

6-WBucknam Rd WB @ Middle Rd

D.8

7-N-1Middle Rd NB before Spur bridge

SD.9

7-N-2Middle Rd NB @ Woods Rd

SD.10

7-SMiddle Rd SB @ Woods Rd

SD.11

8-NMiddle Rd NB @ Ledgewood Dr

SD.7

RETAINED

CANCELLED

FALMOUTH
▲ Legion Baseball Fields
▲ Ice Arenas/Village Park
Town Hall/School Campus ▶
West Falmouth Businesses ▶
FALMOUTH
◀ Ice Arenas/Village Park
◀ Legion Baseball Fields
Town Hall/School Campus ▶
West Falmouth Businesses ▶
FALMOUTH
◀ Town Hall/School Campus
Falmouth Memorial Library ▶
Ice Arenas/Village Park ▶
Route One Businesses ▶
FALMOUTH
◀ Town Hall/School Campus
FALMOUTH
◀ Ice Arenas/Village Park
◀ Route One Businesses
Town Hall/School Campus ▶
West Falmouth Businesses ▶
FALMOUTH
▲ Ice Arenas/Village Park
▲ Route One Businesses
▲ Town Landing
◀ Falmouth Heritage Museum
FALMOUTH
▲ Town Hall/School Campus
▲ West Falmouth Businesses
◀ Mason-Motz Activity Center
Falmouth Heritage Museum ▶
FALMOUTH
◀ Falmouth Heritage Center
◀ Woods Road Forest
FALMOUTH
◀ Falmouth Heritage Center
◀ Woods Road Forest
FALMOUTH
Falmouth Heritage Center ▶
Woods Road Forest ▶
FALMOUTH

FALMOUTH
◀ Route One Businesses
Town Hall/School Campus ▶
West Falmouth Businesses ▶
FALMOUTH
◀ Route One Businesses
Town Hall/School Campus ▶
West Falmouth Businesses ▶
FALMOUTH
◀ Town Hall/School Campus
◀ West Falmouth Businesses
Route One Businesses ▶
FALMOUTH
◀ Town Hall/School Campus
◀ West Falmouth Businesses
FALMOUTH
◀ Route One Businesses
Town Hall/School Campus ▶
West Falmouth Businesses ▶
FALMOUTH
▲ Route One Businesses
FALMOUTH
▲ Town Hall/School Campus
▲ West Falmouth Businesses

REMOVED

REMOVED

CANCELLED

9-N Allen Ave Ext EB @ Falls Rd SD.34

◀ Town Hall/School Campus

FALMOUTH	
▲	Route One Businesses
▲	Falmouth Heritage Museum
◀	Town Hall/School Campus
◀	West Falmouth Businesses

FALMOUTH	
▲	Route One Businesses
◀	West Falmouth Businesses

9-S Falmouth Rd WB @ Allen Ave Ext SD.35

FALMOUTH	
	Town Hall/School Campus ▶
	West Falmouth Businesses ▶

FALMOUTH	
	Town Hall/School Campus ▶
	West Falmouth Businesses ▶

10-S Woodville Rd SB @ Falmouth Rd D.13
RETAINED

FALMOUTH	
◀	Route One Businesses
	Town Hall ▶
	West Falmouth Businesses ▶

FALMOUTH	
◀	Route One Businesses
	Town Hall ▶
	West Falmouth Businesses ▶

10-E Falmouth Rd EB @ Woodville Rd SD.13

FALMOUTH	
◀	School Campus

FALMOUTH	
▲	Route One Businesses
◀	School Campus

10-W Falmouth Rd WB @ Woodville Rd SD.12

FALMOUTH	
	School Campus ▶
	West Falmouth Businesses ▲

FALMOUTH	
▲	West Falmouth Businesses
	School Campus ▶

11-N Woodville Rd NB @ Schools D.14

FALMOUTH	
◀	Athletic Field Parking
	Athletic Fields East ▶
	Pick Up/Drop Off Area ▶
	Accessible Parking ▶

REMOVED

11-S Woodville Rd SB @ Schools D.15

FALMOUTH	
◀	Athletic Fields East
◀	Pick Up/Drop Off Area
◀	Accessible Parking
	Athletic Field Parking ▶

REMOVED

12-N Woodville Rd WB @ Woods Rd SD.32
CANCELLED

FALMOUTH	
◀	Woods Road Forest
◀	Falmouth Heritage Museum

12-S Woodville Rd EB @ Woods Rd SD.33
CANCELLED

FALMOUTH	
	Woods Road Forest ▶
	Falmouth Heritage Museum ▶

13-N Falmouth Rd WB @ Leighton Rd SD.17

FALMOUTH	
▲	Community Park
◀	West Falmouth Businesses

FALMOUTH	
◀	West Falmouth Businesses

13-S Falmouth Rd EB @ Leighton Rd SD.18
CANCELLED

FALMOUTH	
	West Falmouth Businesses ▶

13-E Leighton Rd EB @ Falmouth Rd D.20

FALMOUTH	
◀	Community Park

FALMOUTH	
	Town Hall/School Campus ▶

14-S Winn Rd SB @ Falmouth Rd D.22

Town Hall/School Campus	▶
Ice Arenas/Village Park	▶
Route One Businesses	▶

FALMOUTH	
▲ Hadlock Forest	
▲ Blackstrap Hill Forest	
◀ Town Hall/School Campus	
◀ Route One Businesses	

14-S-2 Winn Rd SB before Comm. Park SD.19
CANCELLED

FALMOUTH	
◀ Community Park	

14-E Falmouth Rd EB @ Winn Rd SD.20

FALMOUTH	
◀ Community Park	

Route One Businesses	▶
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FALMOUTH	
◀ Town Hall/School Campus	
◀ Route One Businesses	
West Falmouth Businesses	▶

14-W Falmouth Rd WB @ Winn Rd D.21
CANCELLED

FALMOUTH	
◀ Hadlock Forest	
◀ Blackstrap Hill Forest	
◀ Suckfish Brook	
Community Park	▶

15-N Rt 100 NB @ Hannaford SD.14
CANCELLED

FALMOUTH	
River Point Conservation Area	▶

15-S Rt 100 SB @ Hannaford SD.15
CANCELLED

FALMOUTH	
◀ River Point Conservation Area	

15-E Turnpike Exit 53 @ Rt 100 D.16

FALMOUTH	
▲ River Point Conservation	
◀ West Falmouth Businesses	
◀ Hadlock Forest	
◀ Town Hall/School Campus	

FALMOUTH	
◀ Town Hall/School Campus	
◀ Route One Businesses	

Welcome to the West Falmouth Business District	
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16-N Rt 100 NB @ Leighton Rd D.17

FALMOUTH	
▲ Hadlock Forest	
Town Hall/School Campus	▶
Ice Arenas/Village Park	▶
Route One Businesses	▶

FALMOUTH	
Town Hall/School Campus	▶
Route One Businesses	▶

16-S Rt 100 SB @ Leighton Rd SD.36
CANCELLED

FALMOUTH	
▲ River Point Conservation	
◀ Town Hall/School Campus	
◀ Ice Arenas/Village Park	
◀ Route One Businesses	

16-E Leighton Rd EB @ Rt 100 SD.35

FALMOUTH	
▲ Town Hall/School Campus	
▲ Ice Arenas/Village Park	
▲ Route One Businesses	
River Point Conservation	

FALMOUTH	
▲ Town Hall/School Campus	
▲ Route One Businesses	

FALMOUTH	
◀ Community Park	
Town Hall/School Campus	▶
Route One Businesses	▶

FALMOUTH	
Community Park	▶

FALMOUTH	
River Point Conservation Area	▶

FALMOUTH	
◀ River Point Conservation Area	

16-W	Leighton Rd WB @ Rt 100	SD.16
	CANCELLED	
16-S-2	Rt 100 SB @ Mountain Rd	D.24
16-E-2	Mountain Rd EB @ Rt 100	D.23
	CANCELLED	
16-W-2	Falmouth Rd WB @ Rt 100	SD.37
17-N	Rt 100 NB @ Hadlock Rd	SD.21
	CANCELLED	
17-S	Rt 100 SB @ Hadlock Rd	SD.22
	CANCELLED	
18-N	Rt 100 NB @ Hurricane Rd	SD.23
	CANCELLED	
18-S	Rt 100 SB @ Hurricane Rd	SD.24
	CANCELLED	
19-N	Blackstrap Rd NB @ Hardy Rd	SD.29
	CANCELLED	
19-S	Blackstrap Rd SB @ Hardy Rd	SD.28
	CANCELLED	
20-N	Blackstrap Rd NB @ Mast Rd	SD.26
	CANCELLED	
20-S	Blackstrap Rd SB @ Mast Rd	SD.27
	CANCELLED	
20-W	Mountain Rd WB @ Blackstrap Rd	SD.25
	CANCELLED	
21-N	Blackstrap Rd NB @ Hurricane Rd	SD.31
	CANCELLED	
21-S	Blackstrap Rd SB @ Hurricane Rd	SD.30

FALMOUTH	◀ River Point Conservation Area
FALMOUTH	▲ West Falmouth Businesses
	◀ Community Park
	◀ Town Hall/School Campus
	◀ Route One Businesses
FALMOUTH	▲ Community Park
	▲ Town Hall/School Campus
	▲ Route One Businesses
	West Falmouth Businesses ▶
FALMOUTH	▲ Blackstrap Hill Forest
	◀ River Point Conservation
	Hadlock Forest ▶
FALMOUTH	Hadlock Community Forest ▶
FALMOUTH	◀ Hadlock Community Forest
FALMOUTH	◀ Blackstrap Hill Comm. Forest
FALMOUTH	Blackstrap Hill Comm. Forest ▶
FALMOUTH	◀ Hardy Road Conservation Area
FALMOUTH	Hardy Road Conservation Area ▶
FALMOUTH	▲ North Falmouth Comm. Forest
	◀ Suckfish Brook Conservation Area
FALMOUTH	Suckfish Brook Conservation Area ▶
FALMOUTH	Suckfish Brook Conservation Area ▶
	North Falmouth Comm. Forest ▶
FALMOUTH	Blackstrap Hill Comm. Forest ▶
FALMOUTH	

FALMOUTH	▲ West Falmouth Businesses
	◀ Town Hall/School Campus
	◀ Route One Businesses
FALMOUTH	◀ West Falmouth Businesses

FALMOUTH	Hadlock Community Forest ▶
FALMOUTH	◀ Hadlock Community Forest
FALMOUTH	◀ Hardy Road Conservation Area
FALMOUTH	Hardy Road Conservation Area ▶
FALMOUTH	◀ Suckfish Brook Conservation Area
FALMOUTH	Suckfish Brook Conservation Area ▶
FALMOUTH	Blackstrap Hill Comm. Forest ▶
	Suckfish Brook Conservation Area ▶
	North Falmouth Comm. Forest ▶

CANCELLED

22-N **Mast Rd NB @ Upland Way** **ADDED**

22-S **Mast Rd SB @ Upland Way** **ADDED**

◀

Blackstrap Hill Forest

▲

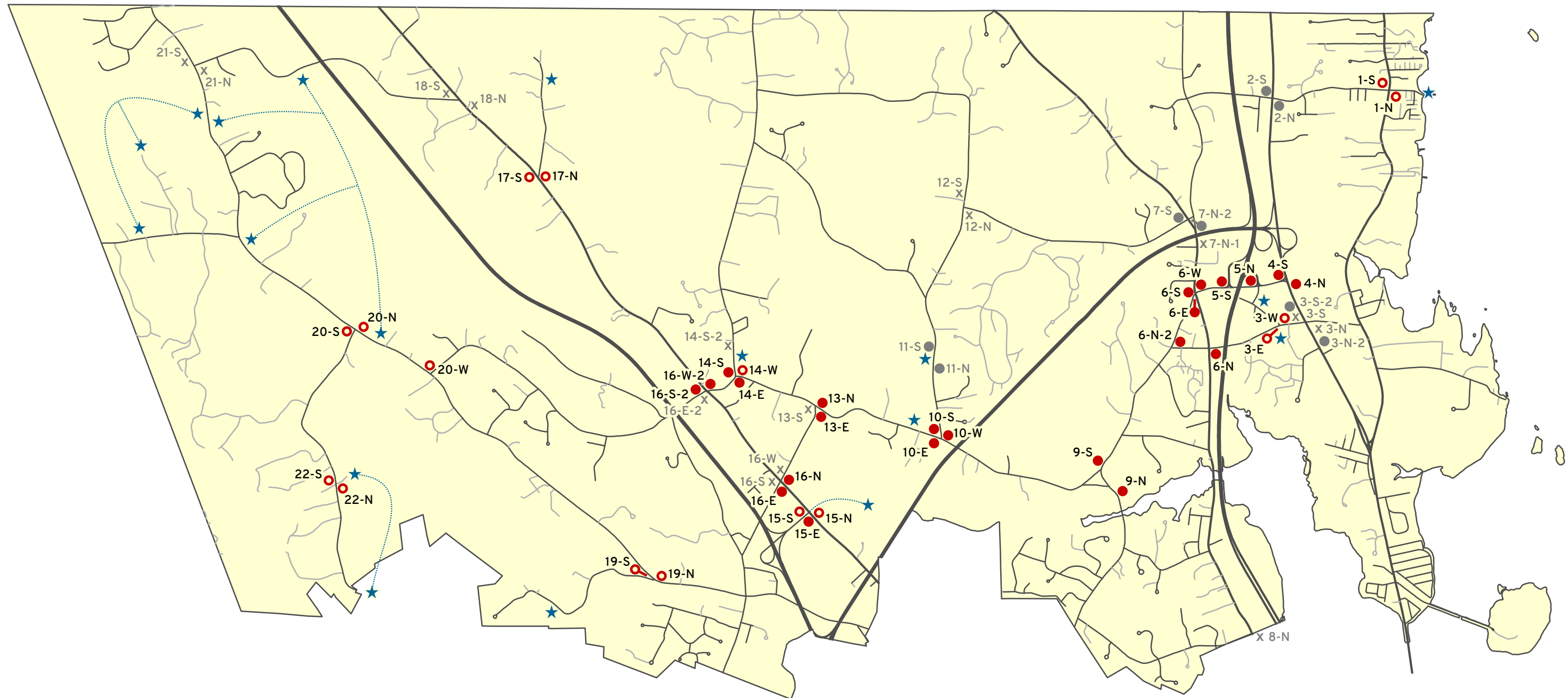
North Falmouth Forest

FALMOUTH

Suckfish Brook Conservation Area ▶

FALMOUTH

◀ Suckfish Brook Conservation Area





9 THOMAS DRIVE
COL. WESTBROOK EXECUTIVE PARK
WESTBROOK, ME 04092

PHONE: 207-774-2843
1-800-539-SIGN
FAX: 207-774-1193

www.baileysign.com

PROPOSAL

Proposal #: 10508

Proposal Date: 06/01/18
Customer #: CRM002802
Page: 1 of 4

SOLD TO:	JOB LOCATION:
Town of Falmouth 271 Falmouth Rd. Falmouth ME 04105	Town of Falmouth 271 Falmouth Rd. Falmouth ME 04105 REQUESTED BY: Theo Holtwijk

Bailey Sign, Inc. (HEREINAFTER CALLED THE "COMPANY") HEREBY PROPOSES TO FURNISH ALL THE MATERIALS AND PERFORM ALL THE LABOR NECESSARY FOR THE COMPLETION OF:

QTY	DESCRIPTION	UNIT PRICE	TOTAL PRICE
1	QUOTE #2084 Mobilization, Site Survey, Shop Drawings	\$1,200.00	\$1,200.00
1	QUOTE #2085 Furnish & install Large Gateway sign - 3'6"h x 5'6"w x 4" deep sign panel made of .090 painted aluminum with double-sided reflective vinyl graphics, mounted on two(2) 6" square by 6' tall painted aluminum posts with precast concrete bases having break away anchor bolts.	\$4,820.00	\$4,820.00
8	QUOTE #2086 Furnish & install Large Vehicular Directional sign - 5'h x 5'9"w sign panel made of .125 painted aluminum with single-sided reflective vinyl graphics, mounted on two(2) 6" square by 10' tall painted aluminum posts with precast concrete bases having breakaway anchor bolts.	\$5,470.00	\$43,760.00
16	QUOTE #2087 Furnish & install Small Vehicular Directional sign - 4'h x 4'w sign panel made of .090 painted aluminum with single-sided reflective vinyl graphics, mounted on one(1) 4" square painted aluminum tube (8'9" overall sign height) with precast concrete base having breakaway anchor bolts.	\$2,680.00	\$42,880.00
1	QUOTE #2088 All sign locations to be marked with stakes by client. Bailey Sign responsible for arranging Dig Safe for each location. If Dig Smart is requested, additional costs will apply. All town or DOT permits are the responsibility of client.	\$0.00	\$0.00

ALL MATERIAL IS GUARANTEED TO BE AS SPECIFIED, AND THE ABOVE TO BE IN ACCORDANCE WITH THE DRAWINGS AND OR SPECIFICATIONS SUBMITTED FOR THE ABOVE WORK AND COMPLETED IN A WORKMANLIKE MANNER FOR THE SUM OF:

TOTAL PROPOSAL AMOUNT: \$92,660.00

TERMS: 0.0% DOWN, BALANCE DUE ON COMPLETION

CUSTOMER INITIALS _____



9 THOMAS DRIVE
COL. WESTBROOK EXECUTIVE PARK
WESTBROOK, ME 04092

PHONE: 207-774-2843
1-800-539-SIGN
FAX: 207-774-1193

www.baileysign.com

PROPOSAL

Proposal #: 10508

Proposal Date: 06/01/18
Customer #: CRM002802
Page: 2 of 4

FOR YOUR CONVENIENCE YOU MAY PAY BY VISA, MASTERCARD OR AMERICAN EXPRESS. THE FOLLOWING CONVENIENCE FEES APPLY AND WILL BE ADDED TO ALL ORDERS ABOVE \$1,000: VISA AND MASTERCARD: 2.5%, AMERICAN EXPRESS: 4%

THIS PRICE DOES NOT INCLUDE ELECTRICAL HOOKUP, PERMITS, ENGINEERING OR TAX UNLESS SPECIFICALLY STATED.

NOTE: THIS PROPOSAL MAY BE WITHDRAWN IF NOT ACCEPTED WITHIN 90 DAYS. WORK WILL NOT BEGIN UNTIL DOWN PAYMENT AND WRITTEN ACCEPTANCE IS RECEIVED.

ANY ALTERATION FROM THE ABOVE SPECIFICATIONS INVOLVING EXTRA COSTS, WILL BE EXECUTED ONLY UPON WRITTEN ORDERS, AND WILL BECOME AN EXTRA CHARGE OVER AND ABOVE THE ESTIMATE TO BE PAID BY THE PURCHASER.

TERMS AND CONDITIONS

1. UPON DEFAULT IN THE PAYMENT OF ANY SUMS HEREIN AGREED, Bailey Sign, Inc. MAY, AT ITS OPTION, DECLARE THE ENTIRE BALANCE PRICE FULLY DUE AND PAYABLE WITHOUT FURTHER NOTICE TO CUSTOMER; AND WHEN DECLARED, CUSTOMER AGREES TO PAY INTEREST ON SAID BALANCE, WHEN DECLARED DUE AT THE RATE OF 1.5% PER MONTH. CUSTOMER FURTHER AGREES TO PAY ALL REASONABLE COSTS OF COLLECTION OF SAID BALANCE INCURRED BY THE COMPANY, INCLUDING ATTORNEY'S FEES.
2. OWNERSHIP TO SAID SIGN(S) SHALL REMAIN IN THE COMPANY UNTIL PAID FOR IN FULL, BUT AFTER DELIVERY TO THE CUSTOMER ALL OF DAMAGE FROM FIRE OR OTHER CAUSES AFTER SAID DELIVERY SHALL BE ASSUMED BY SAID CUSTOMER AND WILL NOT AFFECT THE RIGHTS OF THE COMPANY TO ENFORCE OF THE PURCHASE PRICE THEN UNPAID. THE COMPANY HAS THE RIGHT TO REMOVE/REPOSSESS SIGNAGE IN THE CASE OF NON-PAYMENT.
3. ALL TERMS AND CONDITIONS OF THIS CONTRACT SHALL BE BINDING UPON ANYSUCCESSORS, ASSIGNEES OR OTHER LEGAL REPRESENTATIVES OF THE RESPECTIVE PARTIES BUT NO ASSIGNMENT SHALL BE MADE BY THE CUSTOMER WITHOUT THE CONSENT IN WRITING THE COMPANY UNLESS FULL PAYMENT OF THE TOTAL CONSIDERATION HAS BEEN MADE.
4. ALL PRICING IS BASED ON NORMAL WORKING HOURS, 7:30 AM TO 4:30 PM, MONDAY – FRIDAY. HOLIDAYS, WEEKENDS, AND OVERTIME ARE ADDITIONAL.
5. ALL MANUFACTURING MEEETS OR EXCEEDS U.L. REQUIREMENTS, ARE LABELED, AND MEET #2161 OF THE NATIONAL ELECTRICAL CODE GROUND FAULT PROTECTION.
6. CUSTOMER AGREES TO PROVIDE PRIMARY ELECTRICAL TO LOCATION OF DISPLAY AND MAKE CONNECTION TO SIGNAGE UNLESS OTHERWISE SPECIFIED IN PROPOSAL.
7. WHEN DIGGING IS NECESSARY, THE COMPANY WILL CONTACT DIG SAFE TO LOCATE PUBLIC UTILITIES. LOCATION OF PRIVATE UTILITIES IS SOLE RESPONSIBILITY OF THE CUSTOMER. IN THE EVENT ROCK/LEDGE, HIGH WATER TABLE, FROZEN GROUND, OR UNKNOWN UTILITY IS ENCOUNTERED IN THE DRILLING PROCESS, ADDITIONAL MONIES MAY BE REQUESTED IN WRITING BY THE COMPANY.
8. Bailey Sign, Inc. MAKES NO REPRESENTATION OF QUALITY OR INTEGITY OF POLE(S) OR FOUNDATION(S) WHICH ARE EXISTING OR INSTALLED BY OTHERS.
9. THE COMPANY IS NOT LIABLE FOR STRUCTURAL DAMAGES OR WATER RELATED DAMAGES TO INTERIOR OR EXTERIOR STRUCTURES, SUCH AS ROOFS, WALLS, OVERHANGS OR OTHER RELATED STRUCTURES AS A RESULT OF THE INSTALLATION OF CLIENT'S SIGN(S) SUPPLIED BY THE COMPANY OR SUPPLIED BY OTHERS.
10. CUSTOMER ASSUMES RESPONSIBILITY TO PROVIDE FREE AND CLEAR ACCESS FOR THE INSTALLATION AND/OR MAINTENANCE OF ALL SIGNS INVOLVED WITHIN THIS AGREEMENT.
11. AFTER MANUFACTURING PROCESS HAS BEGUN, PROJECT CHANGES MAY INCUR ADDITIONAL FEES. IN THE EVENT OF CANCELLATION, COST FOR WORK COMPLETED TO DATE WILL BE BILLED AND THE RESPONSIBILITY OF THE CUSTOMER.
12. ALL PRODUCTS MANUFACTURED BY THE COMPANY ARE WARRANTEED AGAINST DEFECTIVE PARTS, MATERIALS AND WORKMANSHIP FOR A PERIOD OF ONE YEAR (1) YEAR FROM INSTALLATION. WARRANTEE IS VOID IS INVOICES ARE NOT PAID IN FULL. Bailey Sign, Inc. HAS THE RIGHT TO REMOVE SIGN(S) IN THE CASE OF NON-PAYMENT.

THE ABOVE PRICES, SPECIFICATIONS, AND CONDITIONS ARE SATISFACTORY AND ARE HEREBY ACCEPTED. YOU ARE AUTHORIZED TO DO THE WORK AS SPECIFIED. PAYMENT WILL BE MADE AS OUTLINED ABOVE.

ACCEPTED BY: _____

TITLE: _____

SIGNATURE: _____

DATE: _____

CUSTOMER INITIALS _____



Quote No. **62118 - B**

342 Warren Avenue
Portland, ME 04103

Phone: 207.699.2920
Fax: 207.878.7790
ron@signconceptsmaine.com

QUOTE

Customer

Town Of Falmouth
Attention Theo Holtwijk 207-699-5340
271 Falmouth Road
[Falmouth, ME 04105](#)

Date: 06/21/2018
Order No:
Service Rep: Ron Nevers
FOB:

Qty		Unit Price	TOTAL
16	Small vehicular directional signs as proposed in provided prospectus		\$110,500.00
8	Large vehicular directional signs as proposed in the provided prospectus		
1	Large Gateway directional signs as proposed in the provided prospectus		
1	Installation of all signs as proposed methods/means in the provided prospectus		
NOTE	Excavation disclaimer - quote is for standard excavation auguring and does not include ledge, large rocks, riprap or any other unreasonable digging or auguring.		
NOTE	50% deposit & the remaining balance upon satisfactory completion inspection		
Subtotal			
Shipping & Handling			
Taxes			
Maine			
5.500%			EXEMPT
			\$110,500.00

Office Use Only

Customer Signature _____

Date ____/____/____

Please make checks payable to Sign Concepts..



40A Manson Libby Road
Scarborough ME 04074

Estimate

Date	Estimate #
6/28/2018	6343

Town of Falmouth ME

		Contact	Terms	P.O. #	Request Date
		Theo	1/3 dep, 1/3 50%, 1/...		6/28/2018
ITEM	DESCRIPTION	QTY	COST	Total	
Sign	Town of Falmouth, Wayfinding Sign Project Manufacturing and installation of Large Gateway Sign (approx 5'6" x 3'3" panel without seam, 6'6" above grade, 1/8" thick with AL angles or z-bracket stiffeners welded to back, two 6" square AL posts, globe finials, break-away safety post installation, powder coated (without clear-coat), graphics supplied by customer, printed on 3M Diamond Grade reflective vinyl or equivalent, footing at least 60" below grade)	1	6,810.00	6,810.00T	
Sign	Manufacturing and installation of Large Directional Sign (approx 5'9" x 5' single metal panel without seam, 10'9" above grade, 1/8" thick with AL angles or z-bracket stiffeners welded to back, two 6" square AL posts, globe finials, break-away safety post installation, powder coated (without clear-coat), graphics supplied by customer, printed on 3M Diamond Grade reflective vinyl or equivalent, footing at least 60" below grade)	8	7,476.00	59,808.00T	
Sign	Manufacturing and installation of Small Directional Sign (approx 4' x 3'3" single metal panel without seam, 8'9" above grade, 1/8" thick with AL angles or z-bracket stiffeners welded to back, single 4" square AL posts, direct bury post at least 60" below grade, powder coated (without clear-coat), graphics supplied by customer, printed on 3M Diamond Grade reflective vinyl or equivalent) NOTES:	16	3,362.00	53,792.00T	
Price, terms and specs accepted by*:		Subtotal			
		Sales Tax (0.0%)			
		Total			

(* Please note, changes in size, design or materials; or unforeseen installation factors may affect the final price. Custom signs require a 50% deposit and approved sign permit, if required, prior to start of fabrication. For electric sign installations, customer is responsible for providing primary power to the sign connection box.)



40A Manson Libby Road
Scarborough ME 04074

Estimate

Date	Estimate #
6/28/2018	6343

Town of Falmouth ME

Contact	Terms	P.O. #	Request Date
Theo	1/3 dep, 1/3 50%, 1/...		6/28/2018

ITEM	DESCRIPTION	QTY	COST	Total
	<ul style="list-style-type: none">- Sign design, colors, materials, specs, etc. in accordance with "A Wayfinding Plan for the Town of Falmouth, ME" dated April 2015, unless otherwise noted.- Signs fully compliant with MUTCD and ME DOT requirements.- Burr Signs will confirm exact sign placement with the Town of Falmouth, determine exact sign height for that specific topography, and clear Dig Safe before excavation. (Estimate assumes typical soil conditions for excavation. Digging through ledge or blasting would be an additional cost, if sign is unable to be moved slightly to avoid ledge/rock.)- Burr Signs will provide proper traffic warning signage during installation. However, if lane closure is required for any of the sites, flaggers are not included in this pricing. If needed, the Town of Falmouth can provide certified flaggers, or Burr Signs will provide at cost.- Concrete footing designs shall be engineered by Burr Signs to withstand 107mph wind loads.			

Price, terms and specs accepted by*: _____

(* Please note, changes in size, design or materials; or unforeseen installation factors may affect the final price. Custom signs require a 50% deposit and approved sign permit, if required, prior to start of fabrication. For electric sign installations, customer is responsible for providing primary power to the sign connection box.)

Subtotal	\$120,410.00
Sales Tax (0.0%)	\$0.00
Total	\$120,410.00



Neokraft Signs Inc.
686 Main Street
PO Box 336
Lewiston, Maine 04243-0336
P: 207-782-9654
www.neokraftsigns.com

PROPOSAL

Proposal #: 4274-2

Proposal Date: 07/09/18
Customer #: CRM010701
Page: 1 of 3
Sales Person: _____

SOLD TO:	JOB LOCATION:
Town of Falmouth Attn: Theo Holwijk 271 Falmouth Road Falmouth ME 04105	Town of Falmouth Attn: Theo Holwijk 271 Falmouth Road Falmouth ME 04105 REQUESTED BY: Theo Holtwijk

Neokraft Signs, Inc. (HEREINAFTER CALLED THE "COMPANY") HEREBY PROPOSES TO FURNISH ALL THE MATERIALS AND PERFORM ALL THE LABOR NECESSARY FOR THE COMPLETION OF:

QTY	DESCRIPTION	UNIT PRICE	TOTAL PRICE
16	QUOTE #4274-4 Fabricate (1) S/F non-lit "Small Vehicular Directional" sign with break-away	\$2,229.89	\$35,678.24
16	QUOTE #4274-5 Onsite with 2 crew members-install sign bases and new "Small vehicular Directional" sign.	\$1,052.25	\$16,836.00
SUB TOTAL:			\$52,514.24
ESTIMATED SALES TAXES:			\$0.00

ALL MATERIAL IS GUARANTEED TO BE AS SPECIFIED, AND THE ABOVE TO BE IN ACCORDANCE WITH THE DRAWINGS AND OR SPECIFICATIONS SUBMITTED FOR THE ABOVE WORK AND COMPLETED IN A WORKMANLIKE MANNER FOR THE SUM OF:

TOTAL PROPOSAL AMOUNT: \$52,514.24

TERMS: 50.0% DOWN, BALANCE DUE ON COMPLETION

(INTEREST OF 0.1% PER MONTH WILL BE ADDED TO PAST DUE ACCOUNTS)

NOTE: THIS PROPOSAL MAY BE WITHDRAWN IF NOT ACCEPTED WITHIN 30 DAYS. WORK WILL NOT BEGIN UNTIL DOWN PAYMENT AND WRITTEN ACCEPTANCE IS RECEIVED.

ANY ALTERATION FROM THE ABOVE SPECIFICATIONS INVOLVING EXTRA COSTS, WILL BE EXECUTED ONLY UPON WRITTEN ORDERS, AND WILL BECOME AN EXTRA CHARGE OVER AND ABOVE THE ESTIMATE TO BE PAID BY THE PURCHASER.

UNLESS OTHERWISE INDICATED, ALL SHIPPING COSTS WILL BE EXTRA.

TERMS AND CONDITIONS

I. UPON DEFAULT IN THE PAYMENT OF ANY SUMS HEREIN AGREED, Neokraft Signs, Inc. MAY, AT ITS OPTION, DECLARE THE ENTIRE BALANCE PRICE FULLY DUE AND PAYABLE WITHOUT FURTHER NOTICE TO CUSTOMER; AND WHEN DECLARED, CUSTOMER AGREES TO PAY INTEREST ON SAID BALANCE, WHEN DECLARED DUE AT THE RATE OF 1.5% PER MONTH. CUSTOMER FURTHER AGREES TO PAY ALL REASONABLE COSTS OF COLLECTION OF SAID BALANCE INCURRED BY THE COMPANY, INCLUDING ATTORNEY'S FEES.

COMPANY INITIALS _____

CUSTOMER INITIALS _____



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PROPOSAL

Proposal #: 4274-2

Proposal Date: 07/09/18
Customer #: CRM010701
Page: 2 of 3
Sales Person: _____

2. BOTH PARTIES HERETO AGREE THAT THE TITLE TO SAID ELECTRICAL SIGN SHALL REMAIN IN THE COMPANY UNTIL PAID FOR IN FULL, BUT AFTER DELIVERY TO THE CUSTOMER ALL OF DAMAGE FROM FIRE OR OTHER CAUSES AFTER SAID DELIVERY SHALL BE ASSUMED BY SAID CUSTOMER AND WILL NOT EFFECT THE RIGHTS OF THE COMPANY TO ENFORCE OF THE PURCHASE PRICE THEN UNPAID.
3. NEOKRAFT WARRANTIES ARE ONLY VALID IF FULL PAYMENT IS RECEIVED WITHIN 30 DAYS OF INVOICE DATE.
4. UNLESS OTHERWISE INDICATED IN THIS PROPOSAL, CUSTOMER IS RESPONSIBLE FOR OBTAINING PERMITS, PROVIDING ELECTRICAL SUPPLY AND FINAL ELECTRICAL CONNECTION TO SIGN(S) AND APPROVAL OF SIGNAGE LOCATIONS PRIOR TO INSTALLATION. WITH APPROVED SIGN LOCATION, THE CUSTOMER ASSUMES RESPONSIBILITY FOR LOCATION OF SIGN RELATIVE TO PROPERTY LINE AND PUBLIC RIGHTS-OF-WAY. THE CUSTOMER WILL BE RESPONSIBLE FOR ALL COSTS ASSOCIATED WITH SIGN RELOCATION IF REQUIRED BY MUNICIPAL OR OTHER GOVERNING AUTHORITY, INCLUDING ANY PENALTIES OR FINES.
5. ALL IDEAS, PLANS OR ARRANGEMENTS INDICATED ON THESE DRAWINGS ARE COPYRIGHTED AND OWNED BY NEOKRAFT SIGNS INC. AND SHALL NOT BE REPRODUCED, USED BY OR DISCLOSED TO ANY PERSON, FIRM OR CORPORATION WITHOUT WRITTEN PERMISSION OF NEOKRAFT SIGNS INC.
6. NEOKRAFT GUARANTEE APPLIES ONLY TO NEW MATERIAL AND DOES NOT COVER RETROFIT OR REPAIR TO EXISTING SIGNS.
7. DELAYS CAUSED BY UNFORESEEN DIGGING OBSTRUCTIONS (ROCKY FILL, SHALE, OR A HIGH WATER TABLE, ETC.) MAY REQUIRE AN ADJUSTMENT TO THE QUOTED INSTALLATION PRICE. THE CUSTOMER WILL BE NOTIFIED AND BILLED ON AN HOURLY BASIS.
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9. THE LAMPS(S), OR SIGN(S), LISTED ON THIS PROPOSAL CONTAIN MERCURY, A TOXIC SUBSTANCE THAT ACCUMULATES IN PLANT AND ANIMAL TISSUE WHEN RELEASED TO THE NATURAL ENVIRONMENT. TO MINIMIZE MERCURY RELEASES, THE STATE OF MAINE PROHIBITS DISPOSAL OF THE LAMPS IN THE TRASH. SPENT LAMPS SHOULD BE STORED TO AVOID BREAKAGE AND RECYCLED IN ACCORDANCE WITH THE MAINE HAZARDOUS WASTE MANAGEMENT RULES, AS OUTLINED IN DEP'S MERCURY-CONTAINING LAMP POLICY. NEOKRAFT SIGNS INC. IS QUALIFIED TO ACT AS A CONSOLIDATOR OF UNIVERSAL HAZARDOUS WASTE, AND WILL FORWARD LAMPS TO A QUALIFIED RECYCLER IN ACCORDANCE WITH APPLICABLE REGULATIONS.

THIS PROPOSAL DOES NOT BECOME EFFECTIVE UNTIL SIGNED AND DATED BY THE COMPANY; ONCE SIGNED THIS PROPOSAL WILL EXPIRE AFTER 360 DAYS.

THE ABOVE PRICES, SPECIFICATIONS, AND CONDITIONS ARE SATISFACTORY AND ARE HEREBY ACCEPTED. YOU ARE AUTHORIZED TO DO THE WORK AS SPECIFIED. PAYMENT WILL BE MADE AS OUTLINED ABOVE.

SALESPERSON: _____

DATE: 07/09/18

ACCEPTED BY: _____

TITLE: _____

SIGNATURE: _____

DATE: _____

COMPANY INITIALS _____

CUSTOMER INITIALS _____



Neokraft Signs Inc.
686 Main Street
PO Box 336
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DEPOSIT INVOICE

Invoice #: DP4274-2

Inv Date: 07/09/18
Customer #: CRM010701
Page: 3 of 3

SOLD TO:	JOB LOCATION:
Town of Falmouth Attn: Theo Holwijk 271 Falmouth Road Falmouth ME 04105	Town of Falmouth Attn: Theo Holwijk 271 Falmouth Road Falmouth ME 04105 REQUESTED BY: Theo Holwijk

ORDERED BY	PO NUMBER	SALESPERSON	ORDER DATE	PAYMENT TERMS	DUE DATE
Theo Holwijk			06/27/18	50.0% Due Upon Receipt	

QTY	DESCRIPTION	UNIT PRICE	TOTAL PRICE
16	QUOTE #4274-4 Fabricate (1) S/F non-lit "Small Vehicular Directional" sign with break-away	\$2,229.89	\$35,678.24
16	QUOTE #4274-5 Onsite with 2 crew members-install sign bases and new "Small vehicular Directional" sign.	\$1,052.25	\$16,836.00
SUB TOTAL			\$52,514.24
ESTIMATED SALES TAXES			\$0.00
TOTAL PROPOSAL AMOUNT			\$52,514.24
*** FINAL INVOICE AMOUNT MAY VARY UPON COMPLETION ***			
PLEASE PAY THIS DEPOSIT AMOUNT:			\$26,257.12

PLEASE MAKE ALL CHECKS PAYABLE TO: NEOKRAFT SIGNS INC.
MAIL ANY DEPOSITS AND/OR PAYMENTS TO: NEOKRAFT SIGNS INC., PO BOX 336, LEWISTON, ME 04243-0336

WE NOW ACCEPT CREDIT CARDS WITH A 3.63% CONVENIENCE FEE ADDED TO THE PAYMENT BEING MADE.



IF YOU WOULD LIKE TO PAY THIS INVOICE WITH YOUR CREDIT CARD, PLEASE CALL DORIS AT 207-782-9654. THANK YOU!



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PROPOSAL

Proposal #: 4274-1

Proposal Date: 07/09/18
Customer #: CRM010701
Page: 1 of 3
Sales Person: _____

SOLD TO:	JOB LOCATION:
Town of Falmouth Attn: Theo Holwijk 271 Falmouth Road Falmouth ME 04105	Town of Falmouth Attn: Theo Holwijk 271 Falmouth Road Falmouth ME 04105 REQUESTED BY: Theo Holtwijk

Neokraft Signs, Inc. (HEREINAFTER CALLED THE "COMPANY") HEREBY PROPOSES TO FURNISH ALL THE MATERIALS AND PERFORM ALL THE LABOR NECESSARY FOR THE COMPLETION OF:

QTY	DESCRIPTION	UNIT PRICE	TOTAL PRICE
8	QUOTE #4274-2 Fabricate (1) S/F non-lit "Large Vehicular Directional" sign with break-away bases. Consist of 3 changeable panels not exceeding 20sqft	\$6,138.34	\$49,106.72
8	QUOTE #4274-3 Onsite with 2 crew members-install sign bases and new "Large vehicular Directional" sign.	\$2,296.00	\$18,368.00
SUB TOTAL:			\$67,474.72
ESTIMATED SALES TAXES:			\$0.00

ALL MATERIAL IS GUARANTEED TO BE AS SPECIFIED, AND THE ABOVE TO BE IN ACCORDANCE WITH THE DRAWINGS AND OR SPECIFICATIONS SUBMITTED FOR THE ABOVE WORK AND COMPLETED IN A WORKMANLIKE MANNER FOR THE SUM OF:

TOTAL PROPOSAL AMOUNT: \$67,474.72

TERMS: 50.0% DOWN, BALANCE DUE ON COMPLETION
(INTEREST OF 0.1% PER MONTH WILL BE ADDED TO PAST DUE ACCOUNTS)

NOTE: THIS PROPOSAL MAY BE WITHDRAWN IF NOT ACCEPTED WITHIN 30 DAYS. WORK WILL NOT BEGIN UNTIL DOWN PAYMENT AND WRITTEN ACCEPTANCE IS RECEIVED.

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TERMS AND CONDITIONS

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COMPANY INITIALS _____

CUSTOMER INITIALS _____



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PROPOSAL

Proposal #: 4274-1

Proposal Date: 07/09/18
Customer #: CRM010701
Page: 2 of 3
Sales Person: _____

THE RATE OF 1.5% PER MONTH. CUSTOMER FURTHER AGREES TO PAY ALL REASONABLE COSTS OF COLLECTION OF SAID BALANCE INCURRED BY THE COMPANY, INCLUDING ATTORNEY'S FEES.

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THIS PROPOSAL DOES NOT BECOME EFFECTIVE UNTIL SIGNED AND DATED BY THE COMPANY; ONCE SIGNED THIS PROPOSAL WILL EXPIRE AFTER 360 DAYS.

THE ABOVE PRICES, SPECIFICATIONS, AND CONDITIONS ARE SATISFACTORY AND ARE HEREBY ACCEPTED. YOU ARE AUTHORIZED TO DO THE WORK AS SPECIFIED. PAYMENT WILL BE MADE AS OUTLINED ABOVE.

SALESPERSON: _____

DATE: 07/09/18

ACCEPTED BY: _____

TITLE: _____

SIGNATURE: _____

DATE: _____

COMPANY INITIALS _____

CUSTOMER INITIALS _____



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686 Main Street
PO Box 336
Lewiston, Maine 04243-0336
P: 207-782-9654
www.neokraftsigns.com

DEPOSIT INVOICE

Invoice #: DP4274-1

Inv Date: 07/09/18
Customer #: CRM010701
Page: 3 of 3

SOLD TO:	JOB LOCATION:
Town of Falmouth Attn: Theo Holwijk 271 Falmouth Road Falmouth ME 04105	Town of Falmouth Attn: Theo Holwijk 271 Falmouth Road Falmouth ME 04105 REQUESTED BY: Theo Holwijk

ORDERED BY	PO NUMBER	SALESPERSON	ORDER DATE	PAYMENT TERMS	DUE DATE
Theo Holwijk			06/27/18	50.0% Due Upon Receipt	

QTY	DESCRIPTION	UNIT PRICE	TOTAL PRICE
8	QUOTE #4274-2 Fabricate (1) S/F non-lit "Large Vehicular Directional" sign with break-away bases. Consist of 3 changeable panels not exceeding 20sqft	\$6,138.34	\$49,106.72
8	QUOTE #4274-3 Onsite with 2 crew members-install sign bases and new "Large vehicular Directional" sign.	\$2,296.00	\$18,368.00
S U B T O T A L			\$67,474.72
ESTIMATED SALES TAXES			\$0.00
TOTAL PROPOSAL AMOUNT			\$67,474.72
*** FINAL INVOICE AMOUNT MAY VARY UPON COMPLETION ***			
PLEASE PAY THIS DEPOSIT AMOUNT:			\$33,737.36

PLEASE MAKE ALL CHECKS PAYABLE TO: NEOKRAFT SIGNS INC.
MAIL ANY DEPOSITS AND/OR PAYMENTS TO: NEOKRAFT SIGNS INC., PO BOX 336, LEWISTON, ME 04243-0336

WE NOW ACCEPT CREDIT CARDS WITH A 3.63% CONVENIENCE FEE ADDED TO THE PAYMENT BEING MADE.



IF YOU WOULD LIKE TO PAY THIS INVOICE WITH YOUR CREDIT CARD, PLEASE CALL DORIS AT 207-782-9654. THANK YOU!



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www.neokraftsigns.com

PROPOSAL

Proposal #: 4274

Proposal Date: 10/19/17
Customer #: CRM010701
Page: 1 of 3
Sales Person: Diana Olmstead

SOLD TO:	JOB LOCATION:
Town of Falmouth Attn: Theo Holwijk 271 Falmouth Road Falmouth ME 04105	Town of Falmouth Attn: Theo Holwijk 271 Falmouth Road Falmouth ME 04105 REQUESTED BY: Theo Holtwijk

Neokraft Signs, Inc. (HEREINAFTER CALLED THE "COMPANY") HEREBY PROPOSES TO FURNISH ALL THE MATERIALS AND PERFORM ALL THE LABOR NECESSARY FOR THE COMPLETION OF:

QTY	DESCRIPTION	UNIT PRICE	TOTAL PRICE
1	QUOTE #4274 Fabricate (1) D/F non-lit "gateway" sign with break-away bases. Refer to pages 25-27 in design standards.	\$6,308.41	\$6,308.41
1	QUOTE #4274-1 Onsite with 2 crew members-install sign bases and new "Gateway" sign.	\$2,570.00	\$2,570.00
SUB TOTAL:			\$8,878.41
ESTIMATED SALES TAXES:			\$0.00

ALL MATERIAL IS GUARANTEED TO BE AS SPECIFIED, AND THE ABOVE TO BE IN ACCORDANCE WITH THE DRAWINGS AND OR SPECIFICATIONS SUBMITTED FOR THE ABOVE WORK AND COMPLETED IN A WORKMANLIKE MANNER FOR THE SUM OF:

TOTAL PROPOSAL AMOUNT: \$8,878.41

TERMS: 50.0% DOWN, BALANCE DUE ON COMPLETION

(INTEREST OF 0.1% PER MONTH WILL BE ADDED TO PAST DUE ACCOUNTS)

NOTE: THIS PROPOSAL MAY BE WITHDRAWN IF NOT ACCEPTED WITHIN 30 DAYS. WORK WILL NOT BEGIN UNTIL DOWN PAYMENT AND WRITTEN ACCEPTANCE IS RECEIVED.

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COMPANY INITIALS _____

CUSTOMER INITIALS _____



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PROPOSAL

Proposal #: 4274

Proposal Date: 10/19/17
Customer #: CRM010701
Page: 2 of 3
Sales Person: Diana Olmstead

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SALESPERSON: Diana Olmstead

DATE: 10/19/17

ACCEPTED BY: _____

TITLE: _____

SIGNATURE: _____

DATE: _____

COMPANY INITIALS _____

CUSTOMER INITIALS _____



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686 Main Street
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DEPOSIT INVOICE

Invoice #: DP4274

Inv Date: 10/19/17
Customer #: CRM010701
Page: 3 of 3

SOLD TO:	JOB LOCATION:
Town of Falmouth Attn: Theo Holwijk 271 Falmouth Road Falmouth ME 04105	Town of Falmouth Attn: Theo Holwijk 271 Falmouth Road Falmouth ME 04105 REQUESTED BY: Theo Holtwijk

ORDERED BY	PO NUMBER	SALESPERSON	ORDER DATE	PAYMENT TERMS	DUE DATE
Theo Holtwijk		Diana Olmstead	10/13/17	50.0% Due Upon Receipt	

QTY	DESCRIPTION	UNIT PRICE	TOTAL PRICE
1	QUOTE #4274 Fabricate (1) D/F non-lit "gateway" sign with break-away bases. Refer to pages 25-27 in design standards.	\$6,308.41	\$6,308.41
1	QUOTE #4274-1 Onsite with 2 crew members-install sign bases and new "Gateway" sign.	\$2,570.00	\$2,570.00
S U B T O T A L			\$8,878.41
ESTIMATED SALES TAXES			\$0.00
TOTAL PROPOSAL AMOUNT			\$8,878.41
*** FINAL INVOICE AMOUNT MAY VARY UPON COMPLETION ***			
PLEASE PAY THIS DEPOSIT AMOUNT:			\$4,439.21

PLEASE MAKE ALL CHECKS PAYABLE TO: NEOKRAFT SIGNS INC.
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