**Contract Award**

Date: January 6, 2016

Contract Number: B0000912 Procurement

Officer: Kim Sowell  
Telephone: (316)978-3784  
E-mail Address: kim.sowell@wichita.edu

Item: Micro Measurement Strain Gages, and Associated Accessories

Contractor: Hottinger Baldwin Measurements dba HBM Inc.  
19 Bartlett Street, Marlborough, MA 01752  
Telephone: 1 800-578-4260

Engineer Contact: Brian Lovdahl  
Phone: 217-607-5733  
Mobile: 217-419-0356  
Email: brian.lovdahl@hbm.com

Support Email: support@usa.hbm.com  
Website: http://www.hbm.com

Sales, Support & Orders Contact: Denise Scheitlin  
Phone: 217-607-5711  
Email: denise.scheitlin@hbm.com

Department: Wichita State University/NIAR  
1845 Fairmount, Campus Box 93  
Wichita, KS 67260

Period of Contract: January 6, 2016 extending through October 17, 2018

**Political Subdivisions:** Vendor is agreeable to extending pricing to Political Subdivisions (City, County, School Districts and etc.) to utilize contract administered Wichita State University; conditions included in this contract shall be the same for political subdivisions. Wichita State University has no responsibility for payments owed by political subdivisions. The vendor must deal directly with the political subdivision.

**State Credit Card:** Presently, many State Agencies use a State of Kansas Business Procurement Card (Visa) in lieu of a state warrant to pay for some of its purchases. No additional charges will be allowed for using the card.
1. HBM will offer solutions for NIAR to consider with overall objectives to effectively reduce lead times and missed promised dates if applicable.
2. HBM will carry a stocking program tailored to NIAR needs:
   a. HBM will manufacture and maintain stock of custom strain gages based upon Sustained Inventory Levels provided by NIAR as shown in the table below.
   b. HBM will replace contracted stock on First In - First Out (FIFO) basis as NIAR places orders and takes inventory. Four weeks is allowed for full replenishment of inventory.
   c. HBM will offer NIAR the ability to change Sustained Inventory Levels up or down by 50% with two-month advance notice to HBM.
   d. HBM will offer NIAR the opportunity to perform a physical inventory count of stock on hand at HBM.
   e. Custom strain gages will be packaged in quantities of 100 pieces and NIAR will order custom strain gages in integer multiples of 100 pieces.
   f. NIAR orders will be placed via the HBMshop.
   g. NIAR will order and take delivery of any remaining stock of any listed custom strain gages for which there is no sales activity for 6 months, after which that strain gage will be removed from the Sustained Inventory Level list and will not be replenished.

### Sustained Inventory Levels

<table>
<thead>
<tr>
<th>Custom Strain Gages</th>
<th>Sustained Inventory Level</th>
<th>Minimum Quantity per Order Line</th>
<th>Fixed Discounted Price per Gage</th>
</tr>
</thead>
<tbody>
<tr>
<td>K-216.31-2040</td>
<td>300 strain gages</td>
<td>100</td>
<td>$6.70</td>
</tr>
<tr>
<td>K-216.31-2041</td>
<td>2,000 strain gages</td>
<td>100</td>
<td>$6.70</td>
</tr>
<tr>
<td>K-216.31-2042</td>
<td>2,000 strain gages</td>
<td>100</td>
<td>$7.00</td>
</tr>
<tr>
<td>K-216.31-2205</td>
<td>200 strain gages</td>
<td>100</td>
<td>$19.90</td>
</tr>
<tr>
<td>K-216.31-2206</td>
<td>1,000 strain gages</td>
<td>100</td>
<td>$17.90</td>
</tr>
<tr>
<td>K-216.31-2306</td>
<td>200 strain gages</td>
<td>100</td>
<td>$19.68</td>
</tr>
</tbody>
</table>

### Forecasted Usage

<table>
<thead>
<tr>
<th>Materials</th>
<th>Forecasted NIAR Demand per Quarter</th>
<th>Minimum Quantity per Order Line</th>
<th>Fixed Discounted Price per Package</th>
</tr>
</thead>
<tbody>
<tr>
<td>1-EP310S</td>
<td>6</td>
<td>2</td>
<td>$118.00</td>
</tr>
<tr>
<td>1-X260</td>
<td>60</td>
<td>5</td>
<td>$114.00</td>
</tr>
<tr>
<td>1 Z70</td>
<td>9</td>
<td>3</td>
<td>$40.00</td>
</tr>
</tbody>
</table>

3. HBM will provide the best lead time currently available on non-stocking items at time of order placement. In the event that the lead time is excessive, NIAR will advise minimum quantity at specified ship date to facilitate NIAR operations. HBM will advise NIAR of improvement to lead time/quantity without additional charge, and also better improvement with an expedite fee if necessary.
4. HBM will offer a 40% discount to established list prices for standard stress analysis gages and accessories including adhesives and wires per HBM strain gage data book. Prices will be fixed for the entire contract period.
5. HBM will offer a discount on hardware (instruments) and other purchases at a discount of 7.5%, but not lower than any GSA price.
6. HBM will provide trial hardware (instruments) to NIAR for purpose of evaluation and feedback to HBM. The trial period should not exceed two weeks or fifteen (15) business days.
7. HBM will faithfully consider buy back of used hardware (instruments) which NIAR wishes to sell based upon HBM customer demand and rental pool demand at time of inquiry from NIAR.
8. Hardware (instruments) has a 1-year standard warranty. Upon request, HBM will provide a service contract option including three-year warranty to NIAR for the HBM hardware equipment that NIAR owns.
9. The contract period will commence January 1, 2016 and will terminate on October 17, 2018.
10. HBM will provide a point of contact that will be able to provide information on all orders being processed at time of inquiry.
11. All shipments will be shipped and received in 2 to 5 days ARO (After Receipt of Order) at a charge of $15.00 US dollars if the order is less than $1000.00 US dollars, the charge will be $25.00 if the order exceeds $1000.00 US dollars. This is applicable to products listed in the table above. All other products ordered will be delivered as stated on the quote, ARO (After Receipt of Order).
12. In the event that HBM does not ship within one week of promised date, HBM agrees to pay for next day air partial shipments until the order is satisfied.