



CLARK HUGHES
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TO: Bid Responders

FROM: Clark Hughes

DATE: August 23, 2018

SUBJECT: ATLANTIC CITY CONVENTION CENTER – LED SIGN - WAVE WALL – ADDENDUM #3

To date we have received two (2) requests for substitution of the Nanolumens product: new FLEX LED and Vantage LED.

The technical information provided could imply that the submitted product may be equivalent to the specified display but there is not enough information included that would be sufficient for us to formally approve the proposed substitute at this time.

The curved feature is an important requirement associated with this particular project. The capability to provide the curved surface with the level of visual clarity required has been limited to only a few manufacturers. The specified manufacturer has successfully implemented several of this type of display and has provided photo examples of installations quite similar to our proposed project.

The proposed substitute products may be a newly introduced product with little or no track record. For that reason, we do not feel comfortable approving the product based on a data.

As described in our previous Addendum, the specifications for the project are very clear with regard to what is required for the successful contractor to submit a request for substitution. The information provided to date does not fulfill that requirement and therefore, our recommendation is for the bidders to follow the specified product. This will ensure we receive a level bid for the project.

We are concerned we could get a low bid based on a substitute product and it not being to the same level of quality of the specified product and therefore requiring a change order to correct it. It is in our best interest to award the project as specified and allow the winning bidder to provide their substitution qualifications as outlined in the specification within the first thirty (30) days from a notice to proceed. Any proposed substitution provided post contract award that is in excess of the base bid will be rejected.

Cc: Jim McDonald
Chris Menchin
Austin Gerber
Marie Remer