

**WV Network for Educational Telecomputing**837 Chestnut Ridge Road
Morgantown, WV 26505

Voice: (304) 293-5192

Fax: (304) 293-5540

Purchase Order**# 61000B**

Please show this number on all packages and documents related to this order.

P Doc No.:

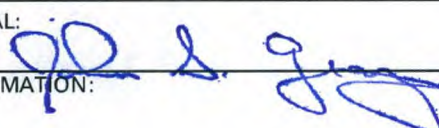
Page #:

Vendor:Lee Hartman & Sons Inc.
3236 Cove Road
Roanoke, VA 24017**Ship to:**WVNET
837 Chestnut Ridge Road
Morgantown, WV 26505**Invoice to:**Accounts Payable
WVNET
837 Chestnut Ridge Road
Morgantown, WV 26505

FEIN: 54-0716361

Date	Buyer	Ship Via	F. O. B.	P. O. Date	Terms	Delivery Date Required
06/26/25	PS		Destination	06/26/25	Net 30	

Item	Quantity	U/M	Description	Unit Price	Extended Price
			OPEN END CONTRACT BID AWARD RFB 61000 This contract will establish an open-end contract for public and private Higher Education Institutions to purchase audio visual equipment, projectors, and peripherals per RFB 61000. This contract becomes effective July 1, 2025, upon approval and is valid until June 30, 2026, with the option to renew for four (4) additional years. Effective dates: July 1, 2025 – June 30, 2026 Contact: Larry T. Cox Phone: (304) 397-4100 Email: lcox@leehartman.com		

AUTHORIZED AGENT:	Phil Snitz	304-225-0483	DISCOUNT	
AUTHORIZED SIGNATURE:		06/26/2025	ADDL. CHARGES	
ATTORNEY GENERAL: (if required)		6/30/25	PURCHASE ORDER TOTAL	OPEN END

ACCOUNTING INFORMATION:

This order is tax exempt. Exemption #:550571237

SEE ATTACHED FOR TERMS AND CONDITIONS

ITEMIZE INVOICES ACCORDING TO PURCHASE ORDER

LEE HARTMAN



& SONS INC.

3236 Cove Road
Roanoke, VA, 24017
(540)-366-3493

WVNET

ATTN: Phillip Snitz
Manager of Business
Operations
psnitz@staff.wvnet.edu

RFP Response for: RFB #61000

Audio/Visual Equipment, 2025

5/30/2025

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TITLE PAGE

The undersigned declares that he/she has read the RFB and that the following proposal is submitted as a good faith response.

The undersigned declares that he/she has the authority to obligate the company.

The undersigned acknowledges receipt of the following addenda, if released. If no addenda are released, this section is to be left blank:

Addendum 1 _____ (initial receipt)

Addendum 2 _____ (initial receipt)

Addendum 3 _____ (initial receipt)



(Signature of Signee)

Larry T. Cox

(Name of Signee)

Area Manager

(Title)

Lee Hartman & Sons

(Company Name)

3 Davis Court

(Street Address)

Hurricane WV, 25526

(City, State, Zip)

304-397-4100

(Telephone Number)

lcx@leehartman.com

(E-mail)

5/29/2025

(Date)

Copy of RFB

(RFB Page 2, Section 1.6.2a – A copy of the RFB)

Copy of RFB to follow this page.



REQUEST FOR BIDS #61000

Audio/Visual Equipment, 2025

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REQUEST FOR BIDS**RFB #61000****SECTION 1: GENERAL INFORMATION AND STANDARD TERMS AND CONDITIONS**

1.1 Purpose: West Virginia Network for Educational Telecomputing (WVNET) is requesting bids from vendors to establish open end contracts from which the West Virginia Public Higher Education Institutions and governing bodies (hereafter called the "Consortium") may purchase audio visual equipment, projectors, peripherals, and services. The items bid are to be current products from the vendors product line. This is not a mandatory contract for use by the Consortium; but it is made available for the convenience of those colleges, universities and agencies as requested.

1.2 Schedule of Events:

Release of RFB:	May 14, 2025
Question Deadline:	5:00 P.M. (EST) on May 21, 2025
Addendum/Response to Questions:	May 23, 2025
Bid Due Date:	1:00 P.M. (EST) on May 30, 2025
Target Award Date:	July 1, 2025

1.3 Bidder's Point of Contact: The sole point of contact for questions, clarification, and inquiries concerning this Request for Bids (RFB) is:

Philip Snitz
Manager of Business Operations
837 Chestnut Ridge Road
Morgantown, WV 26505
E-mail: psnitz@staff.wvnet.edu
Phone: 304-225-0483

1.4 Posting of Information: This RFB and any addenda, including answers to questions, will be posted to: <https://wvnet.edu/wvnet-bids/>

1.5 Questions and Answers: Questions concerning this RFB will be received in writing, via e-mail, by the point of contact, until the deadline identified in Section 1.2. When submitting questions, please reference RFB #61000 in the subject line. Questions, if any, will be answered by addendum and posted to the webpage identified in Section 1.4 above.

1.6 Bid Format: Vendor should provide responses in the format listed below:

1.6.1 The vendor must respond to each mandatory requirement of this RFB.

1.6.2 A vendor's response should consist of:

- a) a copy of the RFB with the vendor's understanding of each requirement sequentially numbered and in proper position;
- b) the vendor's product and price list;
- c) the vendor's completed WV-96 (Exhibit A) if the vendor has terms and conditions to be signed by WVNET; and

- d) any bid that does not adhere to this format, and/or which does not address each requirement within the RFB, may be deemed non-responsive and may be rejected on that basis.
 - 1.6.3 WVNET reserves the right to waive any informality in the bid format.
 - 1.6.4 The vendor should provide one (1) complete copy of their bid for use in the evaluation process and one (1) electronic copy of their bid.
 - 1.6.5 Bids should be prepared simply and economically, providing a straight-forward, concise description of the vendor's capability to satisfy the requirements of the RFB and the attached price sheet completed.
 - 1.6.6 The vendor shall bear all costs associated with the preparation and presentation of the vendor's quote. Neither WVNET, nor the State of West Virginia, in general, will in any way be obligated by the vendor's response to this RFB.
 - 1.6.7 All bids must be signed by a representative of the company authorized to commit the company to the provisions of this RFB. Unsigned RFBs will be rejected unless an authorized representative is present at the bid opening and provides the needed signature, and provided discovery is made before the tabulation of quotes for the award.
 - 1.6.8 WVNET requires the vendor to provide at least a one-year time limit on all quoted prices per Education User. Any price reductions publicly announced between bid award and approval must be included in the final contract. Decreases in product costs must be passed on to the institutions.
 - 1.6.9 No firm quantities are listed in this request. It is understood that this is an open-ended contract available for all the Higher Education Public Colleges and Universities in West Virginia. There is to be no penalty or back billing for not purchasing any or all items specified.
 - 1.6.10 Vendor must provide contact information, including a contact person, phone number, fax number, and a list of products and pricing. The price list should be updated at least annually during the renewal process, but may be updated more frequently, if necessary, if new models need to be added.
- 1.7 Title Page: The Title Page (Exhibit C) should include the RFB Number, Addenda Received check boxes, the Bidder's business name, business address and telephone number, a contact name and e-mail address, and a signature line and date for the individual authorized to obligate the business.
- 1.8 Table of Contents: Clearly identify the material by section and page number.
- 1.9 Response Reference: Vendor's response should clearly reference how the information provided applies to the RFB request. Vendor should reference the section of the RFB that the information provided in the bid is referencing.

1.10 Bid Submission: Deliver one (1) original and one (1) copy of the bid on or before the date required in Section 1.2. The outside of the envelope should be clearly marked with the RFB number, the bid opening date/time, and Manager of Business Operation's name, Philip Snitz.

In addition, a digital copy of the bid should be submitted; the preferred method for submission of the digital copy is by flash/thumb drive which should be included with the original bid.

BIDS RECEIVED AFTER THE DUE DATE AND TIME WILL NOT BE CONSIDERED. IT IS THE BIDDER'S SOLE RESPONSIBILITY TO ENSURE THE TIMELY DELIVERY OF THE BID.

1.11 Bids shall remain in effect ninety (90) days from the submission date.

1.12 Conflict of Interest: By signing the bid, the bidder affirms that it and its officers, members, and employees have no actual or potential conflict of interest, beyond the conflicts disclosed in its bid. Bidder will not acquire any interest, direct or indirect, that would conflict or compromise in any manner or degree with the performance of its services under this contract. If any potential conflict is later discovered or if one arises, the bidder must disclose it to WVNET promptly.

1.13 Independent Bid: A bid will not be considered for award if the price in the bid was not arrived at independently, without collusion, consultation, communication or agreement as to any matter relating to such prices with any other offer or with any competitor. The price quoted in the bidder's bid will not be subject to any increase and will be considered firm for the life of the contract unless specific provisions have been provided for adjustment to the original contract.

1.14 Rejection of Bids: The Manager of Business Operations reserves the right to accept or reject any or all bids, in part or whole, at their discretion. The Manager of Business Operations reserves the right to withdraw this RFB at any time for any reason. Submission of, or receipt by, the Manager of Business Operations confers no rights upon the bidder nor obligates WVNET in any manner.

1.15 Expenses: WVNET will not be held liable for any expenses incurred by any bidder responding to this RFB including expenses to prepare or deliver the bid or attend any oral presentation.

1.16 Interviews: Discussions and/or interviews may be held with the bidders under final consideration prior to making a selection for award; however, the RFB may be awarded without such discussions or interviews.

1.17 Oral Statements and Commitments: Any oral representations made or assumed to be made during discussions held between the bidder's representatives and WVNET personnel are not binding. Only the information issued in writing and added to the RFB by an official written addendum is binding.

1.18 Award: It is anticipated that this contract will be awarded to multiple vendors for all services; however, WVNET reserves the right to configure the contract in whatever manner is in its best interests.

1.19 Public Record: All documents submitted in response to the RFB, and any documents created as a result of this RFB are considered public record. All bids, proposals or offers submitted shall become public information and will be available for inspection during normal business hours at WVNET.

The only exception for public record is disclosure information listed in WV Code § 29B-1-4. Primarily, only trade secrets are considered exempt from public disclosure.

1.20 Contract: The RFB and the bidder's response will be incorporated into the contract by reference. The order of precedence is the contract, the RFB and any addendum and the bidder's bid in the response to the RFB.

1.21 Contract Term: This contract will be effective upon award and shall extend for a period of not more than one (1) year with the option to renew for four (4) additional one-year periods, upon mutual agreement of the vendor and WVNET.

1.22 Contract Changes: Any changes to the original contract will be made via a Change Order issued by WVNET. No change is official until a signed Change Order is produced.

1.23 Contract Termination for Unavailability of Funds. If funds are not appropriated or allocated for the services provided under this contract, WVNET may terminate the contract at the end of the affected current fiscal period without charge or penalty. WVNET shall give the vendor written notice of such non-appropriation or non-allocation of funds as soon as possible after WVNET receives notice.

1.24 Contract Termination for Failure to Perform: WVNET may terminate the contract resulting from this RFB immediately at any time the vendor fails to meet the terms of the contract.

1.25 Payment of fees will be made upon successful completion of the required services. Progress payments for satisfactorily completed services may be made pursuant to a payment schedule which is deemed satisfactory to WVNET and is included in the bidder's response to this RFB.

1.26 Invoices: The vendor shall submit invoices, in arrears. State law prohibits payment of invoices prior to receipt of services. State law does not provide for interest payments on late payments. Invoices properly prepared and submitted in accordance with the terms and conditions of the contract are usually paid within thirty (30) days.

1.27 Taxes: The State of WV is exempt from federal and state taxes and will not pay or reimburse such taxes.

1.28 Governing Law: This contract shall be governed by the laws of the State of West Virginia.

1.29 Subsequent Forms: The terms and conditions contained in the contract shall supersede any and all subsequent terms and conditions which may appear on any form documents submitted by the vendor including price lists, order forms, invoices, sales agreements, or maintenance agreements, and includes internet websites or other electronic documents. Acceptance or use of a vendor's forms does not constitute acceptance of the terms and conditions contained thereon.

1.30 Assignment: Neither this contract, nor any monies due, or to become due hereunder, may be assigned by the vendor without the express written consent of the state and the Attorney General's Office (as to form only).

1.31 Privacy, Security, and Confidentiality: The vendor agrees that it will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information

gained from the state, unless the individual who is the subject of the information consents to the disclosure in writing.

1.32 Indemnification: The vendor agrees to indemnify, defend, and hold harmless the State, its officers and employees from and against: (1) Any claims or losses for services rendered by any subcontractor, person, or firm performing or supplying services, materials, or supplies in connection with the performance of the contract; (2) Any claims or losses resulting to any person or entity injured or damaged by the vendor, its officers, employees, or subcontractors by the publication, translation, reproduction, delivery, performance, use, or disposition of any data used under the contract in a manner not authorized by the contract, or by federal or state statutes or regulations; and (3) Any failure of the vendor, its officers, employees or subcontractors to observe state and federal laws including, but not limited to, labor and wage and hour laws.

1.33 Licensing: In accordance with WV Code of State Rules §148-1-6.1.e, vendor must be licensed and in good standing in accordance with any and all state laws and requirements including, but not limited to, the WV Secretary of State Office, the WV Tax Department, West Virginia Insurance Commission, and any other state agency.

SECTION 2: ELIGIBILITY REQUIREMENTS

All required forms are available on the West Virginia Purchasing Division website at <http://www.state.wv.us/admin/purchase/forms.html>.

2.1 Vendor Registration – WV Code § 5A-3-12. The West Virginia Code requires that all vendors be registered with the WV Department of Administration, Purchasing Division, prior to receiving a purchase order for competitive products and/or services exceeding \$25,000.

2.2 Debarment – WV Code §5A-3-33 through §5A-3-33F. Vendors that have been debarred by the federal government are not eligible to offer on or receive contracts to supply goods or services to the state and its subdivision for a specified period of time.

2.3 West Virginia Secretary of State. The vendor must be in compliance with the Secretary of State and should provide a copy of their business license with the bid. For more information, contact the WV Secretary of State.

2.4 Taxpayer Identification Information. The Internal Revenue Service (IRS) requires WVNET to request a taxpayer identification number (TIN) for tax reporting purposes. IRS Form W9 is used to obtain this information.

2.5 Purchasing Affidavit (Exhibit B) – WV State Code §5A-3-10a. WV State Code requires all vendors to submit an affidavit regarding any debt owed to the State. The Affidavit should be completed, signed, notarized, and returned with the bidder's bid.

SECTION 3: SCOPE OF SERVICES

HOW INSTITUTIONS WILL USE THIS CONTRACT

All institutions will use the following guidelines when procuring from this contract:

- The school/department prepares a requisition/configuration of hardware/peripherals/support required using product list.
- The school prepares a purchase order designating the configuration/model number. The purchase order must reference the WVNET contract resulting from this RFB.
- Vendor must deliver, install, make operational, and train (if necessary). Invoices are to be submitted according to the instructions on the purchase order from the institution. WVNET is not to be considered a central shipping or billing entity.

Contract requirements of this RFB are as follows:

3.1 Vendor must be a current authorized reseller of audio visual equipment to ensure support and service of the contracted equipment. Vendor must provide, with their bid response, a letter from the manufacturer(s) authorizing the vendor as a current certified VAR, for the past 12 months.

3.2 Items shipped must be in compliance with the specifications of the school. ANY DEVIATION OR SUBSTITUTION MUST BE CLEARLY MARKED BY THE VENDOR.

3.3 All vendor quotations are considered F.O.B. Destination, prepaid and allowed.

3.4 Vendor must provide the WVNET purchasing department copies of current price lists, catalogs and product information to aid in configuration. These updates should be sent to WVNET on at least a semi-annual basis.

3.5 After vendor receipt of purchase order:

- When approved by the institution's purchasing department, the school will fax or mail a copy of the purchase order to the vendor.
- The vendor will not deliver partial shipments unless approved by the school.
- If the vendor does not deliver as specified in the vendor's response or the date agreed upon by the school and the vendor, the school may file a Vendor Complaint Form and send it to WVNET notifying them of the vendor's non-performance. Upon three vendor complaints the vendor may be asked to meet with a representative from WVNET.
- The vendor must agree to ship all items complete with all of the manufacturer's normal inclusions, such as, but not limited to, manuals, registration cards, cables, nuts and bolts, etc.

3.6 Acceptance of System: Upon delivery of the equipment, the school will have up to seven (7) calendar days to perform the initial acceptance procedures. At a minimum, the school will be responsible for opening the boxes and checking delivery slips to confirm that the entire order was received and is not visibly damaged. Any deviations from the purchase order will be resolved by the vendor upon notification from the school during this seven-day acceptance period. The school will be deemed to have initially accepted the system on the eighth day following delivery unless the school has notified the vendor of any deficiencies. The school will maintain the hardware boxes and other packaging in which the equipment was delivered until after acceptance of the equipment.

The school will have fourteen (14) calendar days from delivery to perform the acceptance testing procedures. This examination shall include an inventory of internal components/cards and the testing required to ensure compatibility with communication requirements. Any deviations from the purchase order or problems encountered will be resolved by the vendor upon notification from the school during this fourteen-day acceptance testing.

In some instances, schools will be buying equipment for statewide use with delivery at a central location. In these instances, the school has the option of negotiating with the vendor on a staged acceptance procedure. This option will be noted on the school's specifications.

3.7 Vendor Support:

- The vendor must agree to maintain a technical support telephone number, staffed for eight consecutive hours between the hours of 8:00 a.m. and 5:00 p.m., Eastern Time during business days for the State, and accessible to all schools who have purchased items from the vendor under this contract. Personnel staffing vendor's support line must be able to give competent technical assistance to schools for all items purchased from the vendor.
- The vendor agrees to stand behind the accuracy of the quote provided to the school. If the wrong components appear on the vendor's quote, or if the quote is incomplete, the vendor is responsible for any corrections required and must assume the cost of correction.
- The vendor agrees that their marketing staff will return calls from the schools within forty-eight (48) hours. These calls could be questions regarding order status, questions on capabilities of equipment, or requests for quotes.
- The vendor should provide a single point of contact for marketing (one person that will handle quotes), a single point of contact for installation support (one person that will assist the school's technical support personnel in installation problems), and a single point of contact for warranty support (one person to handle problems encountered during the warranty period).
- The vendor should provide demonstrations at customer locations upon request and provide follow-up service for training and provide loaner equipment of equal or greater capabilities for equipment that needs to be taken off site for repair.

3.8 Lemon Law: If more than five legitimate service calls are required for any individual equipment provided by the vendor during the first year of warranty, the equipment shall be considered a "lemon" and replaced by the vendor. If the agency and vendor determine that the problem is a known software problem, the service call will not count as one of the five required under this "lemon" provision. Initial installation and setup do not count as one of the five service calls. The "lemon" provision will also apply to other components but the time frame for printers and other components shall be the first year or the manufacturer's warranty, whichever is less. The vendor must notify the agency if the manufacturer's warranty is less than one year. The school shall document all service calls by serial number, vendor technician working on the problem, and date.

3.9 Warranty: The vendor must pass on all manufacturers' warranty to the schools. The vendor must provide, at a minimum, a one-year on-site warranty service that includes parts and labor at no cost to the State. Warranty work must be performed by a technician authorized by the manufacturer to service the equipment.

The vendor must fully describe his warranty options in the response to this RFB. Description must include on-site warranty services.

The vendor should describe any extended warranty options. If the vendor has a loaner policy when a critical machine is down during the warranty period, the vendor must describe how this is utilized.

3.10 Vendor Capability and Stability:

- Each vendor must be a registered vendor with the State of West Virginia prior to any award. The vendor must also pay the registration fee.
- The vendor must have at least one (1) year of experience providing, installing, integrating, and maintaining audio visual equipment and related services, at high volume levels. Vendor must include a letter(s) from the manufacturer(s) as proof that they are an authorized distributor for the specified audio-visual equipment in the State of West Virginia.
- All subcontractors must have at least one (1) year of experience in the services they will be providing.
- Financial position of vendor; e.g. (Dun & Bradstreet Rating). Vendor must explain what percentage of their volume this contract would include and how the vendor plans to handle the volume financially.
- Vendor must provide two (2) written customer references, preferably in education or governmental organizations. One (1) of these customer references must be for companies, schools, and agencies located within West Virginia. All customer references must be on company letterhead and must be for clients who have purchased audio visual equipment as specified in this RFB.

3.11 The successful vendor will take affirmative action in complying with all Federal and State requirements concerning fair employment of and concerning the discrimination by reason of race, color, religion, sex, national origin, or physical challenge.

3.12 Upon award of a contract under this request for bids, the person, partnership, association, or corporation to whom the award is made must comply with the laws of the State of West Virginia which require such person or entity to be authorized and /or licensed to do business in the State. The successful vendor(s) shall enter into an agreement as a condition of the contract, that subjects it to the jurisdiction and process of the courts of the State of West Virginia as to all matters and disputes arising out of or arising under the contract and the performance thereof, including any questions as to liability for taxes, licenses, or fees levied by the State or its political divisions.

3.13 Following is a list of institutions and governing bodies *eligible* to order from this proposed contract is as follows:

1. Bluefield State College
2. Concord University
3. Eastern Community and Technical College
4. Fairmont State University
5. Glenville State College
6. Marshall University
7. Potomac State College of WVU
8. Shepherd University

9. Southern West Virginia Community & Technical College
10. Higher Education Policy Commission
11. West Liberty University
12. Mountwest Community and Technical College
13. West Virginia University Institute of Technology
14. West Virginia Network
15. West Virginia Northern Community College
16. West Virginia School of Osteopathic Medicine
17. West Virginia State University
18. West Virginia University
19. West Virginia University at Parkersburg
20. New River Community and Technical College
21. Blue Ridge Community and Technical College
22. Pierpont Community and Technical College
23. Bridge Valley Community and Technical College
24. Salem University
25. University of Charleston

Additional institutions may join the consortium at the time of contract renewal at the then current price, less any appropriate discounts as provided on the original bid.

SECTION 4: BIDDER RESPONSE AND EVALUATION CRITERIA

4.1 Economy of Preparation: Bids should be prepared simply and economically, providing a straightforward, concise description of the bidder's ability to satisfy the requirements of the RFB. Emphasis should be placed on completeness and clarity of content.

4.2 Bids should not exceed fifty (50) pages. Additional material may be included as exhibits to the main bid.

4.3 A Title Page (Exhibit C) should be provided. The Title Page is the preferred method of providing the bidder's information. If the bidder does not utilize the Title Page, the bid must provide a cover letter with, at a minimum, the signature of an individual authorized to obligate the company and a date.

4.4 Upon receipt of each response, WVNET will review each response to confirm compliance with the RFB requirements. WVNET intends to enter into an agreement with the apparent successful vendors, as this contract can possibly be awarded to more than one vendor. The initial term of this will be for 12 months with options to renew each year for 4 additional years. If a vendor proposes terms and conditions in its bid response, WVNET will require the vendor to sign a WV96 Agreement Addendum at the time of the award.

SECTION 5: ADDITIONAL INFORMATION

5.1 By submitting a bid in response to this RFB, a firm shall be deemed to have accepted all the terms, conditions, and requirements set forth in herein unless otherwise clearly noted and explained in writing. Any exception(s) or additional terms and conditions a firm wishes to offer for consideration must be clearly itemized and explained. Otherwise, the RFB in total shall be

incorporated into the contract by reference. The Systems may accept or reject the Firm's proposed exceptions as it deems appropriate and in the best interests of the Systems.

5.2 The State's Agreement Addendum (WV-96) includes the State law and guidelines which must be adhered to in any contracts presented to the Systems for execution. A copy of any additional terms and conditions that a firm wishes to offer for consideration should be enclosed with the bid. The West Virginia Attorney General's Office will review and accept or reject any proposed modifications to the WV-96.

5.3 The vendor must assume full responsibility for delivery, warranty, maintenance of all software and support services provided under this contract. Further, WVNET will consider the selected vendor to be the sole point of contact with regard to contractual matters. All uses of subcontractors must be specifically identified in the vendor's bid and the Prime Contractor must describe the type of contractual arrangement that will exist with all subcontractors. All subcontractors must have at least one (1) year of experience in the services they will be providing.

Use of subcontractors does not relieve the vendor of sole responsibility for performance under the contract. If at any time the subcontractors of the Prime Contractor change, WVNET must be notified in writing, and a change order must be processed. The Prime Contractor shall be responsible for meeting all the terms and conditions resulting from this RFB.

5.4 The vendor shall defend, at its own expense, WVNET against any claim that any products or services provided under this contract infringes any patent or copyright, and shall pay all costs, damages, and attorneys' fees that a court or other entity having jurisdiction awards as a result of such claim. To qualify for such defense and/or payment, WVNET shall: (1) give the vendor prompt written notice of any claim; (2) allow the vendor to control the defense or settlement of the claim; and (3) cooperate with the vendor in a reasonable way to facilitate the defense or settlement of the claim. If any product or service becomes, or in the vendor's opinion is likely to become the subject of infringement, the vendor shall at its option and expense: (1) provide WVNET the right to continue using the product or service; (2) replace infringing; or (3) accept the return of the service and product or service, less any other amounts which are due to the vendor. The vendor's obligation will be void as to any product or service modified by WVNET to the extent such modification is the cause of the claim unless such modification was authorized by the vendor.

Vendor's Understanding of Each Requirement

(RFB Page 2, Section 1.6.2a - vendor's understanding of each requirement sequentially numbered and in proper position)

RFB Page 2 – 6, Sections 1.1 – 1.33 (Various)

Lee Hartman & Sons, Inc., acknowledges and agrees to all terms and conditions stipulated in sections 1.1 – 1.33.

RFB Page 6 Section 2.1 – Eligibility Requirements – Vendor Registration

Lee Hartman & Sons, Inc. is registered with the WV Department of Administration, Purchasing Division

RFB Page 6 Section 2.2 – Eligibility Requirements – Debarment

Lee Hartman & Sons, Inc. is not have not been debarred by the federal government.

RFB Page 6 Section 2.3 – Eligibility Requirements – West Virginia Secretary of State

Please see Exhibit B for a copy of the West Virginia Secretary of State Certificate of Authorization.

RFB Page 6 Section 2.4 – Eligibility Requirements – Taxpayer Identification Information

Please see Exhibit A for a copy of the W9 for Lee Hartman & Sons, Inc.

RFB Page 6 Section 2.5 – Eligibility Requirements – Purchasing Affidavit

Please see the notarized purchasing affidavit on page 24 of the RFB response.

RFB Page 7 Section 3.1 – Scope of Services – Authorized Reseller

Please see Exhibit E for copies of Manufacturer's letters of authorization.

RFB Page 7 Section 3.2 – 3.6 - Scope of Services – (Various)

Lee Hartman & Sons, Inc., acknowledges and agrees to all terms and conditions stipulated in sections 3.2 – 3.6.

RFB Page 8 Section 3.7 - Scope of Services – Vendor Support

Lee Hartman & Sons, Inc. maintains a dedicated support number, which is staffed from 8am – 5pm Monday – Friday (excluding federal holidays). This support number is staffed by technically competent staff with access to all documentation for all installations

and sales made by the company. This support number is available to all potential users of the contract.

Lee Hartman & Sons, Inc. will stand behind the accuracy of quotes as provided, including assuming costs for remediation of mistakes made by Lee Hartman & Sons' staff during the quoting process.

Lee Hartman & Sons, Inc., will return calls from the contract users within 48 hours.

Lee Hartman & Sons, Inc. will provide individual points of contact for Sales, Installation, and service. These points of contact will be provided as required upon award of the contract.

Lee Hartman & Sons, Inc. will provide demonstrations and training for all installed systems and equipment, including demonstrations for loaner equipment if required.

RFB Page 8 Section 3.8 - Scope of Services – Lemon Law

Lee Hartman & Sons, Inc., acknowledges and agrees to all terms and conditions stipulated in section 3.8.

RFB Page 8 Section 3.9 - Scope of Services – Warranty

Lee Hartman & Sons, Inc. standard 1 year warranty provides repair and replacement for individual hardware, workmanship of installation, and programming issues that arise during the first year following acceptance of the system. This warranty is an on-site warranty, wherein a technician will be dispatched to the site to effectuate the repair through swapping hardware, repairing installation components, or modifying programming as required. This warranty is at no cost to the client, and runs concurrently with all manufacturers' warranties, which are also transferred to the client.

During this period, all reasonable effort will be made to provide loaner equipment (at no charge) if required to maintain system functionality while a repair is being carried out on equipment, or while replacement equipment is being shipped in. Lee Hartman & Sons, Inc. does not possess all possible equipment that may be required as a loaner, so temporary equipment may not be identical, or in some cases available, depending on the specific situation. Loaner equipment is provided upon the identification of a problem by the service technician and the confirmation with the client that the loaner that is available will be functional for the needs of the equipment/space. At this point the loaner will be installed until the system functionality can be fully restored with the client's equipment.

Lee Hartman & Sons, Inc. provides multiple options for extended warranties and service contracts. Extended warranties (that utilize the same terms as above) are available

for purchase for any number of years. The pricing of extended warranties will vary depending on equipment complexity and age.

Additionally, service contracts that cover labor only are also available. These contracts can optionally feature SLAs for response time, preventative maintenance visits, and proactive remote monitoring of equipment. The pricing of service contracts will vary depending on desired features and terms of features.

RFB Page 9 Section 3.10 - Scope of Services – Vendor Capability and Stability

Lee Hartman & Sons, Inc. is a registered vendor with the State of West Virginia.

Being founded in 1936, Lee Hartman & Sons, Inc. has over 89 years of experience providing, installing, integrating, and maintaining audio visual equipment and related services at high volume levels. Operating 4 offices across 4 states, Lee Hartman & Sons, Inc. works with some of the largest higher-education institutions in Virginia, Maryland, West Virginia and North Carolina, along with state, local, and federal government clients. The size and scope of work typically under contract range from single rooms to buildings and campuses with 50 or more rooms in a single project. Featuring a dedicated support department, installation department, and in-house programming and engineering staff, Lee Hartman & Sons, Inc. is fully qualified to handle a project of any size or complexity required by potential users of this contract. Additionally, Lee Hartman & Sons, Inc. is an authorized reseller for hundreds of high-quality audio-visual brands. Please see Exhibit E for a list of letters of authorization from manufacturers that are listed on this contract.

Lee Hartman & Sons, Inc. does not utilize sub-contractors for any audio-visual work, including design, engineering, installation, programming or service.

Please see Exhibit C for a copy of the Dun & Bradstreet Report.

Please see Exhibit D for the letters of recommendation.

RFB Page 9 Section 3.11 – 3.13 - Scope of Services – (Various)

Lee Hartman & Sons, Inc., acknowledges and agrees to all terms and conditions stipulated in sections 3.11 – 3.13

Lee Hartman & Sons, Inc. - WVNET Pricing - Minimum Discount off MSRP	
Brand	Discount
Absen	11%
Airtame	3%
AKG	16%
Allen & Heath	11%
Altinex	6%
AMX	31%
Analog Way	4%
Anchor Audio	16%
APC	3%
Ashly Audio	21%
AtlasIED	16%
Atlona	11%
Audio-Technica	11%
Audix	16%
AVer	4%
AVFI	11%
Avocor	21%
AVPro Edge	21%
Barco	11%
Beyerdynamic	11%
BirdDog	5%
Bosch	11%
Bosch Conference	11%
Bosch PA	11%
Bose Professional	16%
BrightSign	3%
BSS	16%
C2G	15%
Chauvet Professional	6%
Chief	16%
Christie Digital	6%
ClearOne	6%
Clock Audio	11%
Comprehensive	11%
Conen Mounts	6%
Crestron	31%
Crown	26%
Da-Lite	11%
DBX	16%
Draper	10%
Draper	11%
Dynacord	11%

Eaton Tripp Lite	3%
EAW	16%
Electro-Voice	16%
ELMO	11%
Epiphan	11%
Epson	7%
Exact	16%
FSR	6%
Gator	16%
HuddleCam	6%
Huddly	2%
Icron	18%
Innovox	5%
Inogeni	3%
JBL Professional	26%
Kiloview	5%
Klipsch Professional	16%
Kramer	11%
Lab Gruppen	6%
LEA Professional	21%
LG	6%
Liberty	15%
Listen Technologies	15%
Lumens	15%
Luxul	11%
Marshall Electronics	6%
Martin Lighting	11%
Martin Professional	11%
Mersive	2%
Middle Atlantic	21%
Netgear	21%
Panasonic	3%
Peerless	16%
Planar	3%
Premier Mounts	5%
PTZ Optics	2%
QSC	16%
RCF	16%
RDL	6%
Renkus-Heinz	11%
Roland	9%
RTS Intercom	13%
Salamander Designs	11%
Samsung	10%

Sanus	16%
ScreenBeam	2%
Sennheiser	11%
Sharp/NEC	6%
Shure	19%
SKB	6%
Sonance	16%
Sony	6%
Soundcraft	19%
SoundTube	6%
Spectrum	26%
Stewart Audio	17%
SurgeX	6%
Symetrix	6%
Tannoy	6%
Tascam	16%
Televic	11%
TOA	21%
tvONE	6%
Vaddio	18%
ViewSonic	9%
Whirlwind	7%
Williams AV	12%
Wiremold	16%
WolfVision	4%
Yamaha	11%
Yealink	6%
ZeeVee	6%

Labor Rates (Per Hour)	
Design	\$125.00
Installation	\$105.00
Programming	\$145.00
Service	\$125.00

WV-96
1/1/2019**STATE OF WEST VIRGINIA
ADDENDUM TO VENDOR'S STANDARD CONTRACTUAL FORMS**

State Agency, Board, or Commission (the "State"): WVNET

Vendor: Lee Hartman & Sons, Inc.

Contract/Lease Number ("Contract"): RFB 61000

Commodity/Service: audio visual equipment

The State and the Vendor are entering into the Contract identified above. The Vendor desires to incorporate one or more forms it created into the Contract. Vendor's form(s), however, include(s) one or more contractual terms and conditions that the State cannot or will not accept. In consideration for the State's incorporating Vendor's form(s) into the Contract, the Vendor enters into this Addendum which specifically eliminates or alters the legal enforceability of certain terms and conditions contained in Vendor's form(s). Therefore, on the date shown below each signature line, the parties agree to the following contractual terms and conditions in this Addendum are dominate over any competing terms made a part of the Contract:

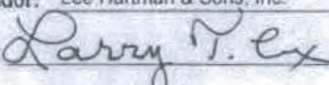
1. **ORDER OF PRECEDENCE:** This Addendum modifies and supersedes anything contained on Vendor's form(s) whether or not they are submitted before or after the signing of this Addendum. **IN THE EVENT OF ANY CONFLICT BETWEEN VENDOR'S FORM(S) AND THIS ADDENDUM, THIS ADDENDUM SHALL CONTROL.**
2. **PAYMENT** – Payments for goods/services will be made in arrears only upon receipt of a proper invoice, detailing the goods/services provided or receipt of the goods/services, whichever is later. Notwithstanding the foregoing, payments for software licenses, subscriptions, or maintenance may be paid annually in advance.
Any language imposing any interest or charges due to late payment is deleted.
3. **FISCAL YEAR FUNDING** – Performance of this Contract is contingent upon funds being appropriated by the WV Legislature or otherwise being available for this Contract. In the event funds are not appropriated or otherwise available, the Contract becomes of no effect and is null and void after June 30 of the current fiscal year. If that occurs, the State may notify the Vendor that an alternative source of funding has been obtained and thereby avoid the automatic termination. Non-appropriation or non-funding shall not be considered an event of default.
4. **RIGHT TO TERMINATE** – The State reserves the right to terminate this Contract upon thirty (30) days written notice to the Vendor. If this right is exercised, the State agrees to pay the Vendor only for all undisputed services rendered or goods received before the termination's effective date. All provisions are deleted that seek to require the State to (1) compensate Vendor, in whole or in part, for lost profit, (2) pay a termination fee, or (3) pay liquidated damages if the Contract is terminated early.
Any language seeking to accelerate payments in the event of Contract termination, default, or non-funding is hereby deleted.
5. **DISPUTES** – Any language binding the State to any arbitration or to the decision of any arbitration board, commission, panel or other entity is deleted; as is any requirement to waive a jury trial.
Any language requiring or permitting disputes under this Contract to be resolved in the courts of any state other than the State of West Virginia is deleted. All legal actions for damages brought by Vendor against the State shall be brought in the West Virginia Claims Commission. Other causes of action must be brought in the West Virginia court authorized by statute to exercise jurisdiction over it.
Any language requiring the State to agree to, or be subject to, any form of equitable relief not authorized by the Constitution or laws of State of West Virginia is deleted.
6. **FEES OR COSTS:** Any language obligating the State to pay costs of collection, court costs, or attorney's fees, unless ordered by a court of competent jurisdiction is deleted.
7. **GOVERNING LAW** – Any language requiring the application of the law of any state other than the State of West Virginia in interpreting or enforcing the Contract is deleted. The Contract shall be governed by the laws of the State of West Virginia.
8. **RISK SHIFTING** – Any provision requiring the State to bear the costs of all or a majority of business/legal risks associated with this Contract, to indemnify the Vendor, or hold the Vendor or a third party harmless for any act or omission is hereby deleted.
9. **LIMITING LIABILITY** – Any language limiting the Vendor's liability for direct damages to person or property is deleted.
10. **TAXES** – Any provisions requiring the State to pay Federal, State or local taxes or file tax returns or reports on behalf of Vendor are deleted. The State will, upon request, provide a tax exempt certificate to confirm its tax exempt status.
11. **NO WAIVER** – Any provision requiring the State to waive any rights, claims or defenses is hereby deleted.

WV-96
1/1/2019

12. **STATUTE OF LIMITATIONS** – Any clauses limiting the time in which the State may bring suit against the Vendor or any other third party are deleted.
13. **ASSIGNMENT** – The Vendor agrees not to assign the Contract to any person or entity without the State's prior written consent, which will not be unreasonably delayed or denied. The State reserves the right to assign this Contract to another State agency, board or commission upon thirty (30) days written notice to the Vendor. These restrictions do not apply to the payments made by the State. Any assignment will not become effective and binding upon the State until the State is notified of the assignment, and the State and Vendor execute a change order to the Contract.
14. **RENEWAL** – Any language that seeks to automatically renew, modify, or extend the Contract beyond the initial term or automatically continue the Contract period from term to term is deleted. The Contract may be renewed or continued only upon mutual written agreement of the Parties.
15. **INSURANCE** – Any provision requiring the State to maintain any type of insurance for either its or the Vendor's benefit is deleted.
16. **RIGHT TO REPOSSESSION NOTICE** – Any provision for repossession of equipment without notice is hereby deleted. However, the State does recognize a right of repossession with notice.
17. **DELIVERY** – All deliveries under the Contract will be FOB destination unless the State expressly and knowingly agrees otherwise. Any contrary delivery terms are hereby deleted.
18. **CONFIDENTIALITY** – Any provisions regarding confidential treatment or non-disclosure of the terms and conditions of the Contract are hereby deleted. State contracts are public records under the West Virginia Freedom of Information Act ("FOIA") (W. Va. Code §29B-a-1, et seq.) and public procurement laws. This Contract and other public records may be disclosed without notice to the vendor at the State's sole discretion.
- Any provisions regarding confidentiality or non-disclosure related to contract performance are only effective to the extent they are consistent with FOIA and incorporated into the Contract through a separately approved and signed non-disclosure agreement.
19. **THIRD-PARTY SOFTWARE** – If this Contract contemplates or requires the use of third-party software, the vendor represents that none of the mandatory click-through, unsigned, or web-linked terms and conditions presented or required before using such third-party software conflict with any term of this Addendum or that it has the authority to modify such third-party software's terms and conditions to be subordinate to this Addendum. The Vendor shall indemnify and defend the State against all claims resulting from an assertion that such third-party terms and conditions are not in accord with, or subordinate to, this Addendum.
20. **AMENDMENTS** – The parties agree that all amendments, modifications, alterations or changes to the Contract shall be by mutual agreement, in writing, and signed by both parties. Any language to the contrary is deleted.

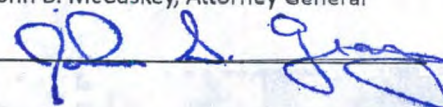
Notwithstanding the foregoing, this Addendum can only be amended by (1) identifying the alterations to this form by using *Italics* to identify language being added and ~~striking through~~ for language being deleted (do not use track-changes) and (2) having the Office of the West Virginia Attorney General's authorized representative expressly agree to and knowingly approve those alterations.

State: WVNET
By: 
Printed Name: Steven L White
Title: Executive Director
Date: 06/26/2025

Vendor: Lee Hartman & Sons, Inc.
By: 
Printed Name: Larry T. Cox
Title: Area Manger
Date: April 22, 2025

Approved as to form this 30th day of June, 2025

John B. McCuskey, Attorney General

By: 

STATE OF WEST VIRGINIA
Purchasing Division**PURCHASING AFFIDAVIT**

CONSTRUCTION CONTRACTS: Under W. Va. Code § 5-22-1(i), the contracting public entity shall not award a construction contract to any bidder that is known to be in default on any monetary obligation owed to the state or a political subdivision of the state, including, but not limited to, obligations related to payroll taxes, property taxes, sales and use taxes, fire service fees, or other fines or fees.

ALL CONTRACTS: Under W. Va. Code §5A-3-10a, no contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

EXCEPTION: The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. Code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Employer default" means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

"Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

AFFIRMATION: By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (W. Va. Code §61-5-3) that: (1) for construction contracts, the vendor is not in default on any monetary obligation owed to the state or a political subdivision of the state, and (2) for all other contracts, that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

WITNESS THE FOLLOWING SIGNATURE:Vendor's Name: Lee Hartman & Sons, Inc.Authorized Signature: [Signature] Date: May 22, 2025State of WEST VIRGINIACounty of POTNAM, to-wit:Taken, subscribed, and sworn to before me this 22 day of MAY, 2025My Commission expires MAY 22, 2029NOTARY PUBLIC [Signature]

Purchasing Affidavit (Revised 01/19/2018)

EXHIBIT D: CERTIFICATION AND SIGNATURE

1. **DESIGNATED CONTACT:** Vendor appoints the individual identified below as the Contract Administrator and the initial point of contact for matters relating to this Contract.

Larry T. Cox, Area Manger

Name and Title (printed)

3 Davis Court Hurricane, WV 25526

Address

L.Cox@leehartman.com

304-397-4100 ext 1301

Email Address

Phone Number

2. **CERTIFICATION AND SIGNATURE:** By signing below, or submitting documentation through e-mail, I certify that: I have reviewed this RFB in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to WVNET that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the RFB for that product or service, unless otherwise stated herein; that the vendor accepts the terms and conditions contained in the RFB, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that I am authorized by the vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

By signing below, I further certify that I understand that WVNET is requiring the vendor to follow the provisions of WV State Code 5A-3-62 which automatically voids certain contract clauses that violate State law.

Lee Hartman & Sons, Inc.

Vendor/Company Name



May 22, 2025

Authorized Signature

Date

Larry T. Cox, Area Manager

Name and Title of Authorized Representative (Printed)

L.Cox@leehartman.com

304-397-4100 ext 1301

Email Address

Phone Number

West Virginia Network (WVNET)

Request For Bids #61000

Audio Visual Equipment

EXHIBIT E: ADDENDUM ACKNOWLEDGEMENT

Instructions: Please acknowledge receipt of all addenda issued with this RFB by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

Addendum Numbers Received:

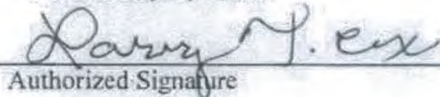
(Check the box next to each addendum received)

☐ Addendum No. 1	☐ Addendum No. 6
☐ Addendum No. 2	☐ Addendum No. 7
☐ Addendum No. 3	☐ Addendum No. 8
☐ Addendum No. 4	☐ Addendum No. 9
☐ Addendum No. 5	☐ Addendum No. 10

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between vendor's representatives and any WVNET personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

Lee Hartman & Sons, Inc.

Vendor/Company Name



Authorized Signature

May 22, 2025

Date

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.

Exhibit A

(RFB Page 6, Section 2.4 – Taxpayer Identification Information)

Vendor W9

**Request for Taxpayer
Identification Number and Certification**

Give Form to the
requester. Do not
send to the IRS.

► Go to www.irs.gov/FormW9 for instructions and the latest information.

Print or type.
See Specific Instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank. Lee Hartman & Sons, Inc.	
2 Business name/disregarded entity name, if different from above	
3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes. ☐ Individual/sole proprietor or single-member LLC ☒ C Corporation ☐ S Corporation ☐ Partnership ☐ Trust/estate ☐ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ► _____ Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner. ☐ Other (see instructions) ► _____	4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3): Exempt payee code (if any) _____ Exemption from FATCA reporting code (if any) _____ (Applies to accounts maintained outside the U.S.)
5 Address (number, street, and apt. or suite no.) See instructions. 3236 Cove Road, N.W.	Requester's name and address (optional)
6 City, state, and ZIP code Roanoke, VA 24017	
7 List account number(s) here (optional)	

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

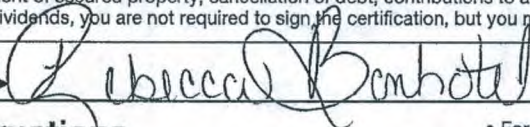
Social security number								
			-				-	
OR								
Employer identification number								
5	4		-	0	7	1	6	3
								6
								1

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here	Signature of U.S. person 	Date 5/13/25
-----------	--	---------------------

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
 - Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
 - Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
 - Form 1099-S (proceeds from real estate transactions)
 - Form 1099-K (merchant card and third party network transactions)
 - Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
 - Form 1099-C (canceled debt)
 - Form 1099-A (acquisition or abandonment of secured property)
- Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See *What is backup withholding*, later.

Exhibit B

(RFB Page 6, Section 2.3 – West Virginia Secretary of State)

Certificate of Authorization

State of West Virginia



Certificate

*I, Kris Warner, Secretary of State of the
State of West Virginia, hereby certify that*

LEE HARTMAN & SONS, INC.

a corporation formed under the laws of Virginia filed an application to be registered as a foreign corporation authorizing it to transact business in West Virginia. The application was found to conform to law and a "Certificate of Authority" was issued by the West Virginia Secretary of State on January 06, 2004.

I further certify that the corporation has not been revoked by the State of West Virginia nor has a Certificate of Withdrawal been issued to the corporation by the West Virginia Secretary of State.

Accordingly, I hereby issue this Certificate of Authorization

CERTIFICATE OF AUTHORIZATION



*Given under my hand and the
Great Seal of the State of
West Virginia on this day of
May 21, 2025*


Secretary of State

222542

Exhibit C

(RFB Page 9, Section 3.10 – Financial Position of Vendor)

Dun & Bradstreet Report

LIVE REPORT

HARTMAN & SONS, INC., LEE

Tradestyle(s): -

ACTIVE **HEADQUARTERS****D-U-N-S Number:** 00-313-5779
Phone: +1 540 366 3493**Address:** 3236 Cove Rd Nw, Roanoke, VA,
States Of America
Web: www.leehartman.com
Endorsement: moored@dnb.com

Summary

KEY DATA ELEMENTS (Formerly: SCORE BAR)

KDE Name		Current Status	Details
PAYDEX®	↓	79	2 Days Beyond Term
Delinquency Score	↑	94	Low Risk of severe delinquency.
Failure Score	↑	94	Low to Moderate Ri financial stress.
D&B Viability Rating		32BG	View More Details
Bankruptcy Found		N	
D&B Rating		1R2	10 employees and c Risk

ALL ACCOUNTS

Totals	Total Outstanding	Approved Credit Limit	Credit Limit Utilization	Total Past Due
-	-	-	-	-

Account Level Detail

Account Name	Total Outstanding	Approved Credit Limit	Credit Limit Utilization	Total Past Due	Account
--------------	-------------------	-----------------------	--------------------------	----------------	---------

ALL APPLICATIONS

Totals	Total Requested Amount	Total Credit Limit
-	-	-

Application Level Detail

Application Name	Application Status	Date Created	Date Decisioned	Requested Amount
------------------	--------------------	--------------	-----------------	------------------



There are no applications associated with this D-U-N-S. Create an application to view summary.

COMPANY PROFILE ?

D-U-N-S

00-313-5779

History Record

Clear

Date Incorporated

05/29/1962

State of Incorporation

VIRGINIA

Ownership

Not publicly traded

Mailing Address

PO Box 13365
Roanoke, VA, 24033, UNITED STATES

Telephone

+1 540 366 3493

Website

www.leehartman.com

Present Control Succeeded

1936

Employees

64 (53 here)

Age (Year Started)

89 Years (1936)

Named Principal

Stephen M Hartman

Line of Business

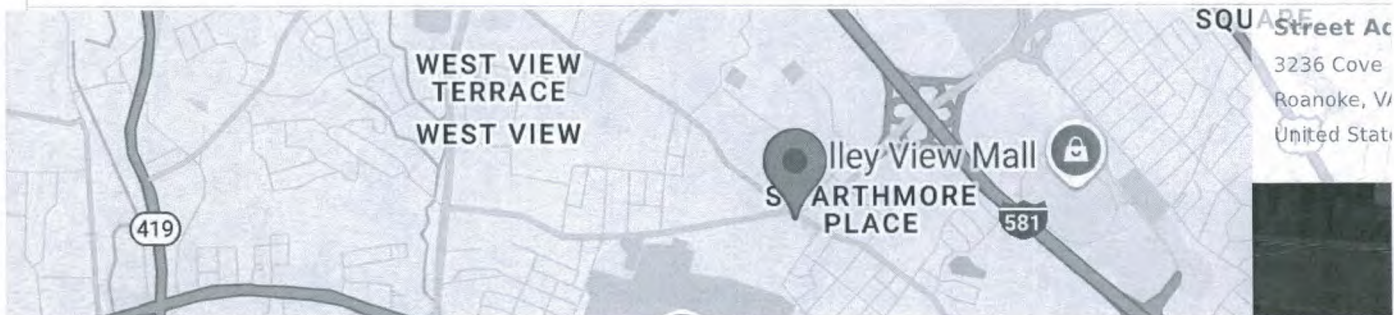
Ret misc merchandis

SIC

5999

NAICS

449210



D&B MAX CREDIT RECOMMENDATION ?

MAXIMUM CREDIT RECOMMENDATION

90,000 (USD)

The recommended limit is based on a low probability of severe delinquency.

FAILURE SCORE ? (Formerly Financial Stress Score)

Company's Risk Level

LOW-MODERATE

Probability of failure over the next 12 months
0.05 %



Past 12 Months

Low Risk

High Risk

DELINQUENCY SCORE ? (Formerly Commercial Credit Score)

Company's Risk Level

LOW

Probability of delinquency over the next 12 months
1.24 %



Past 12 Months

Low Risk

High Risk

VIABILITY RATING SUMMARY ?

Viability Score



D&B PAYDEX® ?



2 days beyond terms

Past 24 Months

Low Risk

High Risk

D&B PAYDEX - 3 MONTHS ?



3 days beyond terms

PAYDEX® TREND CHART ?

SBRI ORIGATION

SBRI Origination Card Score



Low Risk of serious delinquency over the next 12

SBRI Origination Lease Score



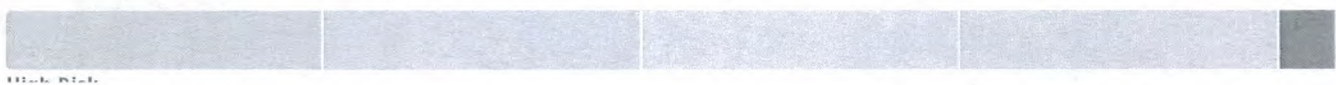
Low Risk of serious delinquency over the next 12

SBRI Origination Loan Score



Low Risk of serious delinquency over the next 12

D&B SBFE SCORE



LEGAL EVENTS

Events	Occurrences	Last Filed
Bankruptcies	0	-
Judgements	0	-
Liens	0	-
Suits	0	-
UCC	8	12/01/2023

DETAILED TRADE RISK INSIGHT™

Days Beyond Terms

0 Days

3 Months

From Nov-24 to Jan-25



High Risk (120+)

Days Beyond Terms Past 3 months :

Low Risk:0 ; High Risk:120+

Dollar-weighted average of **16** payment experiences reported from **16** companies.

DETAILED TRADE RISK INSIGHT™ 13 MONTH TREND

Total Amount Current and Past Due -

FINANCIAL OVERVIEW - BALANCE SHEET

Balance Sheet ^[1]	Amount ^[2]
Total Current Assets	11,648,891 (USD)
Total Assets	12,378,014 (USD)
Total Current Liabilities	2,990,300 (USD)
Working Capital/Net Current Assets	8,658,591 (USD)

1. Fiscal 12/31/2018

2. (In Single Units)

Source: D&B

FINANCIAL OVERVIEW - PROFIT AND LOSS



No Data Available

OWNERSHIP

Subsidiaries

-

Branches

4

Total Members

5

This company is a Global Ultimate, Domestic Ultimate, Headquarters.

	Global Ultimate	Domestic Ultimate
Name	Hartman & Sons, Inc., Lee	Hartman & Sons, Inc., Lee
Country	United States	United States
D-U-N-S	00-313-5779	00-313-5779
Others	-	-

FINANCIAL OVERVIEW - KEY BUSINESS RATIOS

Key Business Ratios

Sales to Net Working Capital

Quick Ratio

Current Ratio

Current Liabilities / Net Worth

Source: D&B

ALERTS ?

NEWS



No Data Available

COUNTRY/REGIONAL INSIGHT



United States Of America

With the US economy still strong and inflation edging up, the Federal Reserve will be restricted in its ability to cut interest rates, supporting the ongoing strength of the dollar.

Risk Category

High Risk

Available Reports

Country Insight Report (CIR) ⓘ

Current Publication Date: 12/16/2024

Country Insight Snapshot (CIS) ⓘ

Current Publication Date: 12/16/2024

STOCK PERFORMANCE



No stock performance data is available for this D-U-N-S Number.

The scores and ratings included in this report are designed as a tool to assist the user in making their own credit risk assessment. They should not be used as part of a balanced and complete assessment relying on the knowledge and expertise of the reader, and on information from other sources. The score and rating models are developed using statistical analysis in order to generate a pre-defined score and rating. Dun & Bradstreet monitors the performance of thousands of businesses in order to identify characteristics common to those businesses. These characteristics are weighted by significance to form rules within its models that identify other businesses with similar characteristics in order to provide a score or rating.

Dun & Bradstreet's scores and ratings are not a statement of what will happen, but an indication of what is more likely to happen based on previous experience. Though Dun & Bradstreet uses extensive procedures to maintain the quality of its information, it cannot guarantee that it is accurate, complete or timely, and this may affect the included scores and ratings. Your use of this information is subject to applicable law, and to the terms of your agreement with Dun & Bradstreet.

SBRI ORIGATION LOAN SCORE**SBRI Origination Loan Score : 881****KEY SBRI ATTRIBUTES**

Total Balance
2,762.00

Total Open SBRI Accounts
7

Number Of Total
2+
2

Credit Card Total 840.00
Balance

Total Exposure 82,605.00

Time since m
recent Cycle
all accounts

Lease Agreement 1,922.00
Total Balance

Maximum Age of 298.00
All Open Accounts Months

Loan Total Balance NA

Total Available 79,980.00
Credit - Credit
Card

Worst Delinq
All Accounts

Total Available NA
Credit - Lines of
Credit

Past 1-3 Month
Past 1-12 Month

ACCOUNT SUMMARIES

Total Current Balance 6,540

Total Past Due 156

Total Past Due Cycle 1 156

Total Past Due Cycle 2 0

Total Past Due Cycle 3 0

Total Past Due Cycle 4 0

Total Past Due Cycle 5 0

Type	Lender	Date Reported	Open Date	Closed Date	Total Payments	Original Amount/Current Credit Line	Current Balance	Total Current Balance	Total Past Due	Past Due Cycle 1	Past Due Cycle 2	Past Due Cycle 3
Credit Cards		05/31/2009	12/08/2000		4	50,000	0	703	0	0	0	0
Credit Cards		02/28/2017	03/01/2000	06/19/2015	0	15,000	0	703	0	0	0	0
Credit Cards		12/31/2024	01/21/2019		12	8,183	239	703	0	0	0	0
Lease Agreement		11/30/2003	09/21/2003	10/22/2003		2,430	0	5,837	0	0	0	0
Credit Cards		12/31/2024	03/14/2018		18	7,500	33	703	0	0	0	0

Small Business Financial Exchange ?

Currency: All figures in USD

D&B SBFE SCORE

KEY SBFE ATTRIBUTES

	Total Accounts	Leases	Lines of Credit	Term Loans	Commercial Credit Cards
# Open Acct	2				
# Closed Acct	1				
Total Balance Open Accounts	38,096				37,600
Percent Utilization (%)	0.23				0.23
Max Acct Balance (Last 12 months)	97,276	1,826		0	97,276
Max Credit limit Original Amount	2,500,000			2,500,000	150,000
Total #Accts	2+				

Total Outstanding Balance (Secured)*

1,924

Total Outstanding Balance (Unsecured)*

51,436

*** Total Outstanding Balances based on all reported Account Types**

Account Type	Member Name	Tokenized Account Number	Secured (Y/N)	Date Reported	Open Date	Closed Date	Recent Activity	Current Balance	Past Due Cycle 1	Past Due Cycle 2	Past Due Cycle 3
Term Loan		72VEBNF88UKEU7FU	Y	09/30/2021	04/21/2020	06/29/2021	Y	0	0	0	0
Business Lease		FAA-VNYZH6X-S7H	Y	05/31/2021	03/31/2016	05/28/2021	N	0	0	0	0
Open Ended Credit Line		20EPZBAROYV0RMCZ	N	07/31/2020	09/27/1998	09/29/2017	N	0	0	0	0
Open Ended Credit Line		FLDGQC210FU0FG0Q	N	12/26/2024	03/01/2000		Y	431	0	0	0
Commercial Card		J2M2G19U4TL555L2		12/24/2024	11/15/1999		Y	37,665	0	0	0
Open Ended Credit Line		PUJJW27PSMNP5OXHISU		10/31/2024	05/15/2001	10/16/2024		0	0	0	0
Term Loan		DF7N36QWDOR	Y	09/30/2024	04/18/2002		N	0	0	0	0
Business Lease		D25RPXGX	Y	09/30/2024	10/30/2022		Y	1,461	0	0	0
Commercial Card		I1H76GRE2P3MBUJ6HV9S	N	02/23/2023	11/15/1999		Y	51,005	0	0	0
Commercial Card		OWK106J6CICEW0E7	N	10/21/2022	12/08/2000	07/30/2009	N	0	0	0	0
Open Ended Credit Line		2L4JPMB6VBQ5E5WB	N	10/05/2022	12/15/1982	03/14/2008	N	0	0	0	0
Business Lease		CBVN553G	Y	09/30/2022	04/30/2020		Y	463	0	0	0
Lines of Credit		26Q2EGN1FTYR85SH	Y	01/31/2022	04/18/2002	12/22/2021	Y	0	0	0	0

Detailed Trade Risk Insight™

Currency: All figures in USD

Detailed Trade Risk Insight provides detailed updates on over 1.5 billion commercial trade experiences and more than 260 million unique supplier/purchaser relationships.

DAYS BEYOND TERMS - PAST 3 & 12 MONTHS

3 Months of Nov-24 to Jan-25

Days Beyond Terms : 0 Days

Days Beyond Terms :

High Risk:150+ ; Low Risk:0

Dollar-weighted average of **16**

payment experiences reported from **16** companies.

12 months of Feb-24 to Jan-25

Days Beyond Terms : 1 Days

Days Beyond Terms : 1

High Risk:150+ ; Low Risk:0

Dollar-weighted average of **31**

payment experiences reported from **31** companies.

DEROGATORY EVENTS LAST 13 MONTHS FROM JAN-24 TO JAN-25

D&B RISK ASSESSMENT

OVERALL BUSINESS RISK



MAXIMUM CREDIT

90,000 (U

Dun & Bradstreet thinks...

- Overall assessment of this organization over the next 12 months: **VERY STABLE CONDITION**
- Based on the predicted risk of business discontinuation: **HIGH LIKELIHOOD OF CONTINUED OPERATIONS**
- Based on the predicted risk of severely delinquent payments: **VERY LOW POTENTIAL FOR SEVERELY DELINQUENT PAYMENTS**

The recommended probability of severe

D&B VIABILITY RATING SUMMARY

The D&B Viability Rating uses D&B's proprietary analytics to compare the most predictive business deliver a highly reliable assessment of the probability that a company will go out of business, become file for bankruptcy/insolvency within the next 12 months. The D&B Viability Rating is made up of 4

Viability Score

Compared to All US Businesses within the D&B Database:

- Level of Risk: **Low Risk**
- Businesses ranked **3** have a probability of becoming no longer viable: **3 %**
- Percentage of businesses ranked **3**: **15 %**
- Across all US businesses, the average probability of becoming no longer viable: **14 %**

Portfolio Comparison

Compared to All US Businesses MODEL SEGMENT:

- Model Segment : **Established T**
- Level of Risk: **Low Risk**
- Businesses ranked **2** within this probability of becoming no long
- Percentage of businesses ranke segment: **16 %**
- Within this model segment, the becoming no longer viable: **5 %**

Data Depth Indicator

Data Depth Indicator:

- ✓ Rich Firmographics
- ✓ Extensive Commercial Trading Activity
- ✓ Basic Financial Attributes

Greater data depth can increase the precision of the D&B Viability Rating assessment.

To help improve the current data depth of this company,

Company Profile:

Company Profile Details:

- Financial Data: **False**
- Trade Payments: **Available: 3+**
- Company Size: **Large: Employ: \$500K+**
- Years in Business: **Established:**

Business and Industry Trends

BUSINESS AND INDUSTRY COMPARISON

Selected Segments of Business Attributes

Norms	National %
This Business	94
Region:(SOUTH ATLANTIC)	33
Industry:GENERAL RETAIL	33
Employee range:(20-99)	56
Years in Business:(26+)	68

DELINQUENCY SCORE FORMERLY COMMERCIAL CREDIT SCORE



- Higher risk industry based on delinquency rate

Level of Risk Low	Raw Score 591	Probability of Delinquency 1.24 %	Compared to Businesses in Database 10.2 %
-----------------------------	-------------------------	---	---

Business and Industry Trends

BUSINESS AND INDUSTRY COMPARISON

Selected Segments of Business Attributes

Norms	National %
This Business	94
Region:(SOUTH ATLANTIC)	34
Industry:GENERAL RETAIL	36
Employee range:(20-99)	82
Years in Business:(26+)	79

D&B PAYDEX



When weighted by amount, Payments to suppliers average 2 Days Beyond Terms

D&B 3 MONTH PAYDEX



Based on payments collected 3 months ago. When weighted by amount, Payments to suppliers average 2 Days Beyond Terms

	2/23	3/23	4/23	5/23	6/23	7/23	8/23	9/23	10/23	11/23	12/23	1/24	2/24	3/24	4/24	5/24	6/24	7/24	8/24	9/24	10/24
This Business Industry Quartile	80	80	80	80	80	80	80	80	80	80	80	79	78	78	78	79	77	78	79	80	80

Industry Category-	Number of Payment Experiences	Largest High Credit (US\$)	% Within Terms (Expand to View)	1 - 30 Days Late (%)	31 - 60 Days Late (%)
▼27 - Printing, Publishing and Allied Industries	2	5,000	100	0	
2741 - Misc publishing	1	5,000	100	0	
2759 - Misc coml printing	1	250	100	0	
▼35 - Industrial and Commercial Machinery and Computer Equipment	1	250	100	0	
3579 - Mfg misc office eqpt	1	250	100	0	
▼36 - Electronic and other electrical equipment and components except computer equipment	2	75,000	100	0	
3651 - Mfg audio/video equip	1	75,000	100	0	
3663 - Mfg broadcastng equip	1	5,000	100	0	
▼38 - Measuring Analyzing and Controlling Instruments; Photographic Medical and Optical Goods; Watches and Clocks	2	15,000	100	0	
3861 - Mfg photograph equip	1	15,000	100	0	
3873 - Mfg watch/clock/parts	1	2,500	100	0	
▼47 - Transportation Services	1	750	100	0	
4731 - Arrange	1	750	100	0	

5099 - Whol durable goods	2	25,000	72	28
5063 - Whol electrical equip	2	2,500	100	0
5064 - Whol appliances	1	100,000	100	0
5021 - Whol furniture	1	10,000	100	0
5043 - Whol photo equipment	1	5,000	100	0
5085 - Whol industrial suppl	1	2,500	100	0
5065 - Whol electronic parts	1	1,000	100	0
✓51 - Wholesale Trade - Nondurable Goods	1	500	100	0
5113 - Whol service paper	1	500	100	0
✓57 - Home Furniture Furnishings and Equipment Stores	1	100	100	0
5712 - Ret furniture	1	100	100	0
✓59 - Miscellaneous Retail	3	750	85	15
5943 - Ret stationery	2	750	70	30
5999 - Ret misc merchandise	1	100	100	0
✓61 - Nondepository Credit Institutions	2	2,500	100	0
6153 - Short-trm busn credit	2	2,500	100	0
✓73 - Business Services	2	20,000	100	0
7371 - Custom	1	20,000	100	0

TRADE LINES

Date of Experience ▾	Payment Status	Selling Terms	High Credit (US\$)	Now Owes (US\$)	Past Due (US\$)
12/24	Pays Promptly	-	100,000	7,500	
12/24	Pays Promptly	-	75,000	0	
12/24	Pays Promptly	-	5,000	1,000	
12/24	Pays Promptly	-	5,000	0	
12/24	Pays Promptly	-	2,500	500	
12/24	Pays Promptly	-	2,500	0	
12/24	Pays Promptly	N30	2,500	0	
12/24	Pays Promptly	N30	2,500	2,500	
12/24	Pays Promptly	-	1,000	500	
12/24	Pays Promptly	-	1,000	500	
12/24	Pays Promptly	-	750	750	
12/24	Pays Promptly	-	500	0	
12/24	Pays Promptly	-	500	0	
12/24	Pays Promptly	-	500	500	
12/24	Pays Promptly	-	500	500	
12/24	Pays Promptly	-	250	250	
12/24	Pays Promptly	-	250	250	
12/24	Pays Prompt to Slow 30+	-	25,000	250	
12/24	Pays Slow 30+	N30	2,500	0	
12/24	-	-	250	0	
11/24	Pays Promptly	-	20,000	0	
11/24	Pays Promptly	-	15,000	0	
11/24	Pays Promptly	-	2,500	100	
11/24	Pays Promptly	-	1,000	50	
11/24	Pays Promptly	-	1,000	500	
11/24	Pays Promptly	-	750	0	
11/24	Pays Promptly	-	100	100	
10/24	Pays Promptly	-	250	0	
10/24	-	Cash account	50	0	

Date of Experience ▾	Payment Status	Selling Terms	High Credit (US\$)	Now Owes (US\$)	Past Due (US\$)
10/23	Pays Promptly	-	15,000	15,000	
10/23	Pays Promptly	-	2,500	0	
10/23	Pays Promptly	-	100	0	
06/23	Pays Promptly	-	20,000	0	
04/23	Pays Promptly	-	2,500	0	
03/23	Pays Promptly	-	5,000	0	
02/23	Pays Promptly	-	500	250	
02/23	Pays Prompt to Slow 30+	-	750	250	

OTHER PAYMENT CATEGORIES

Other Payment Categories	Experience	Total A
Cash experiences	10	1,650 (A)
Payment record unknown	2	300 (US\$)
Unfavorable comments	0	0 (USD)
Placed for collections	0	0 (USD)
Total in D&B's file	52	331,400

Accounts are sometimes placed for collection even though the existence or amount of the debt is experiences reflect how bills are met in relation to the terms granted. In some instances payment the result of disputes over merchandise, skipped invoices etc. Each experience shown represents reported by a supplier. Updated trade experiences replace those previously reported.

Legal Events

Currency: All figures in US\$

The following Public Filing data is for information purposes only and is not the official record. Certain information is obtained from the official source.

Bankruptcies	Judgements	Liens	Suits	UCCs
No	0	0	0	8

Filing Office

SECRETARY OF THE COMMONWEALTH/UCC DIVIS

UCC Filing - Original

Filing Date	04/28/2020
Filing Number	2004280051439
Received Date	05/05/2020
Collateral	Account(s) and proceeds - Leased Equipment an Computer equipment and proceeds
Secured Party	WEBBANK, SALT LAKE CITY, UT
Debtors	HARTMAN & SONS, INC., LEE
Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVIS

UCC Filing - Continuation

Filing Date	03/18/2019
Filing Number	19031852304
Received Date	03/20/2019
Original Filing Date	05/18/2004
Original Filing Number	04051870406
Secured Party	SUNTRUST BANK, RICHMOND, VA
Debtors	LEE HARTMAN & SONS, INC.
Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVIS

UCC Filing - Continuation

Filing Date	11/30/2018
Filing Number	18113070492
Received Date	12/05/2018
Original Filing Date	12/30/2008
Original Filing Number	08123070316

Filing Office

SECRETARY OF THE COMMONWEALTH/UCC DIVIS

UCC Filing - Original

Filing Date	12/11/2015
Filing Number	15121160106
Received Date	02/05/2016
Collateral	Leased Equipment
Secured Party	FIRST-CITIZENS BANK & TRUST COMPANY, RALEI
Debtors	LEE HARTMAN & SONS, INC.
Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVIS

UCC Filing - Continuation

Filing Date	11/18/2013
Filing Number	13111860875
Received Date	11/20/2013
Original Filing Date	05/18/2004
Original Filing Number	04051870406
Secured Party	SUNTRUST BANK, RICHMOND, VA
Debtors	LEE HARTMAN & SONS, INC.
Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVIS

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report may not be reproduced in whole or in part by any means of reproduction.

There may be additional UCC Filings in D&Bs file on this company available by contacting 1-800-234-3867.

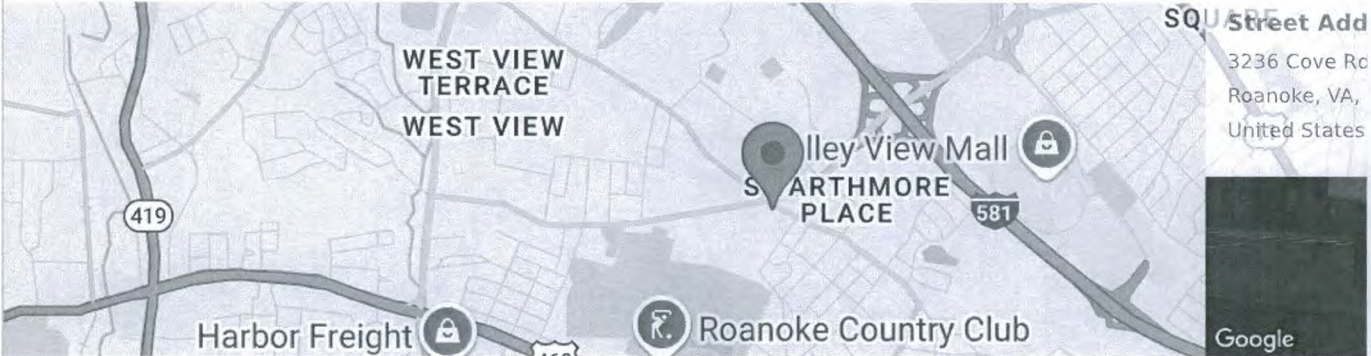
Special Events

Currency: All figur

A detailed financial statement is not available from this company for publication.

Company Profile

Currency: All figures in USD unless otherwise statedCurrency: All figur

COMPANY OVERVIEW		
D-U-N-S 00-313-5779	Mailing Address PO Box 13365 ROANOKE, VA, 24033, UNITED STATES	Employees 64 (53 here)
History Record Clear	Telephone +1 540 366 3493	Age (Year Started) 89 Years (1936)
Date Incorporated 05/29/1962	Website www.leehartman.com	Named Principal Stephen M Hartman , C
Business Commenced On 1936	Present Control Succeeded 1936	Line of Business Ret misc merchandise
State of Incorporation VIRGINIA	SIC 5999	
Ownership Not publicly traded	NAICS 449210	
		
BUSINESS REGISTRATION		
Corporate and business registrations reported by the secretary of state or other official source as of: 2024-12-29 This data is for informational purposes only, certification can only be obtained through the Office of the Secretary of State.		
Registered Name	HARTMAN & SONS, INC., LEE	
State of Incorporation	VIRGINIA	
Date Incorporated	05/29/1962	
Registration ID	00936211	

Registered Principal

Name HARTMAN, ROBERT L

Title Vice President

Address -

Name HELMS, VALERIE JEAN

Title Secretary

Address -

Name HARTMAN, KRISTEN

Title Treasurer

Address -

PRINCIPALS**Officers**

STEPHEN M HARTMAN, CEO
ROBERT HARTMAN JR., V PRES
VALERIE HELMS, SEC
KRISTIN HARTMAN, TREAS

Directors

THE OFFICER(S)

COMPANY EVENTS**The following information was reported on: 04/21/2023**

The Virginia Secretary of State's business registrations file showed that Hartman & Sons, Inc., Lee was registered as a Coporation o registration number 00936211.

Business started 1936 by Lee C Hartman, Sr. 100% of capital stock is owned by the officers.

STEPHEN M HARTMAN born 1957. 1977-present active here.

ROBERT HARTMAN JR. born 1955. 1976-present active here.

VALERIE HELMS. 1987-present active here.

KRISTIN HARTMAN. 2007-present active here.

SIC/NAICS Information

Industry Code	Description
5999	Ret misc merchandise
59990601	Audio-visual equipment and supplies
NAICS Codes	NAICS Description
449210	Electronics and Appliance Retailers

GOVERNMENT ACTIVITY

Activity Summary	
Borrower(Dir/Guar)	No
Administrative Debt	No
Contractor	Yes
Grantee	No
Party excluded from federal program(s)	No

Your Information

Currency: All figur

Record additional information about this company to supplement the D&B information.

Note: Information entered in this section will not be added to D&B's central repository and will b your user ID. Only you will be able to view the information.

In Folders: [View](#)

Account Number	Endorsement/Billing Reference *	Sales Repres

Credit Limit	Total Outstanding	Your Informat
		US Dollar (USD

Exhibit D

(RFB Page 9, Section 3.10 – Letters of Recommendation)

Letters of Recommendation



To Whom It May Concern,

I'm pleased to recommend Lee Hartman & Sons – Charleston, WV Office. Concord University has worked with their team for over 10 years, and they've consistently provided outstanding audio/video service.

They respond quickly with competitive quotes, and their staff is always professional and easy to work with. Even when they're not awarded a project, they offer helpful advice and insight that shows their genuine commitment to our success.

Lee Hartman & Sons recently delivered 1000 headsets for our Gear Up program—a large order handled quickly and efficiently. They also completed a full audio upgrade in our football stadium, and we're currently working with them on a new lighting system for our theatre.

Their experience, reliability, and customer-first approach make them a trusted partner, and I'm confident they'll bring the same level of service to any organization.

Best,

A handwritten signature in black ink that reads "Alvin White". The script is fluid and cursive, with the first letters of "Alvin" and "White" being capitalized and prominent.

Alvin White, Director of IT Support Services



WEST VIRGINIA SCHOOL OF OSTEOPATHIC MEDICINE

To Whom It May Concern,

I am writing to offer my full recommendation for Lee Hartman & Sons as a trusted audiovisual partner. As the Director of Audio Visual & Production at the West Virginia School of Osteopathic Medicine, I've had the pleasure of working with their team on numerous projects over the past six years—ranging from complex system installations to live event support.

Their team consistently delivers high-quality work, communicates clearly, and meets deadlines with professionalism and flexibility. Whether it's upgrading classroom technology, troubleshooting legacy systems, or managing AV for our highest-profile events, they demonstrate deep technical expertise and a consistently high level of customer service.

Lee Hartman & Sons would be a valuable asset to any institution seeking reliable and skilled AV support.

Please don't hesitate to contact me if you have any questions about my experience working with them.

All the best,

Mike Fowler

Mike Fowler 5.28.2025

Director, Audio Visual & Production
West Virginia School of Osteopathic Medicine
mfowler@osteo.wvsom.edu | 304.793.6869

Exhibit E

(RFB Page 7, Section 3.1 – Proof of Authorized Reseller)

Letters of Authorization



08/20/2024

To: Lee Hartman & Sons, Inc.
3632 Cove Rd. NW
Roanoke, VA 24017

Subject: Manufacturer's Authorization Letter

Please accept this letter as assurance and confirmation that Lee Hartman & Sons, Inc. is an authorized reseller for Absen, Inc.

This Letter is only in response to the request for proof of "Authorized Dealer" for Lee Hartman & Sons, Inc..

Absen reserves the interpretation of the validity period of this authorization.

Respectfully,

Absen, Inc.

A handwritten signature in cursive script that reads "James Liu".

(Printed name) James Liu
(Title) President

Absen Inc.

7120 Lake Ellenor Drive, Orlando, FL 32809.

August 26, 2024

Lee Hartman & Sons
3632 Cove Rd. NW
Roanoke, VA 24017
Tina Farling
410-686-6975
tina@leehartman.com

RE: Authorization Letter

To Whom It May Concern:

This letter is to certify that Lee Hartman & Sons is an authorized dealer/reseller in good standing with Allen & Heath USA / American Music and Sound.

Lee Hartman & Sons has our authority to sell, install and support specified products that Allen & Heath manufacturers to US and State agencies and political subdivisions, including institutions of higher education under the terms and conditions of any State Cooperative Purchasing Contract they have or maybe awarded.

Regards,



Kevin Madden
Eastern Regional Sales Manager
Allen & Heath USA/American Music and Sound
925 Broadbeck Dr.
Newbury Park, CA 91320
800-433-2609 ext 3511
kevin.madden@ah-usa.com



May 20, 2025

This letter will certify that Lee Hartman & Sons is an authorized Dealer for our product lines in good standings since 3/8/2001.

As an authorized Dealer, **Lee Hartman & Sons** may represent themselves as such and are entitled to sell and install our equipment within the United States. Our equipment includes the below manufacturers:

Absen	C2G	IAdea	Netgear	Soundcraft
ACSL	CAD	Inspired Flight	Newline	Spinetix
Airpeak	Carousel	Jabra	Nureva	Starboard
Airtame	Chief	JBL	Optoma	Starburst
AKG	Christie	Jelco	Panasonic	SunBriteTV
Allen & Heath	ClearOne	Joan	Peerless-AV	SurgeX
American DJ	CPS	Kramer	Philips	Tascam
Amplivox	Crown	LEA Professional	Pico Business	Teledyne FLIR
AMX	Da-Lite	Lenovo	Planar	TOA
Ashly Audio	dbx	Lexicon	Playseat	Transcend
Astatic	Digital Aerolus	LG	Polaroid Originals	TStouch
AtlasIED	DJI	Listen Technologies	Premier Mounts	tvONE
Atlona	D-Link	Lumens	PTZOptics	Vaddio
Audio-Technica	Draper	Luxul	RDL	ViewSonic
Audix	Dynacord	Marshall	Roland	Vivitek
Autel Robotics	Eaton Tripp Lite	Martin Lighting	Salamander Designs	Williams AV
Autora	Electro-Voice	MAXHUB	Samsung	Wiremold
AVer	ELMO	Microsoft	Sanus	WolfVision
Avocor	Epson	Microtouch	ScreenBeam	Wyrestorm
AVTEQ	Gator Cases	Middle Atlantic	Secura	Yamaha UC
Barco	HamiltonBuhl	Mimo Monitors	Sennheiser	Yealink
Beyerdynamic	Hanover	Mustang Mounts	Sharp/NEC	ZeeVee
Bose Professional	Hisense	MuxLab	Shure	
BrightSign	HuddleCamHD	MXL	Shure Stem Audio	
BSS	Huddly	Navori	Sony	

Sincerely,

Christina Smith
Sales Director
716-946-5479



Report 50255

500 Jefferson St • Placentia, CA • 92870 • USA
1-800-ALTINEX • Tel: +1-714-990-2300 • Fax: +1-714-990-3303
www.altinex.com

Authorized Dealer Information

August 14, 2024

To Whom It May Concern:

This letter hereby certifies that the following company is an Authorized Dealer of ALTINEX, Inc. and is approved to purchase and resell our products as of the date indicated above:

Lee Hartman & Sons, Inc.

3236 Cove Road NW

Roanoke VA 24017-2803

Phone No.: 540-366-3493

Fax No.: 540-362-4659

Please let us know if you have any questions regarding this dealer.

Best regards,

Altinex Customer Support

August 19, 2024

To Whom It May Concern:

This letter is to verify that Lee Hartman & Sons, Inc., located in Baltimore, Maryland, is an authorized Analog Way reseller with access to our full catalog of products and services.

Analog Way specializes in providing the industry's best image processing, and media server products available. We look forward to working with you on your next project.

Sincerely,

Seth Teates

Regional Sales Manager



August 2024

To: Whom it may concern

Re: Authorized Dealer/Reseller Letter of Supply: Lee Hartman & Sons, Inc.

This letter is to certify that Lee Hartman & Sons, Inc., is an approved vendor for the following products which are manufactured by our business: Anchor Audio Battery powered PA system product lines: Bigfoot, Beacon, Liberty, Go Getter, Megavox, Mini, Model 30 & Councilman

Lee Hartman & Sons, Inc. has Anchor Audio, Inc.'s full authority to sell our complete line of products to all state and local government agencies, including K-12 and higher education institutions nationwide, under the terms and conditions of any state purchasing contract they have or may be awarded.

Lee Hartman & Sons, Inc., is an authorized dealer/reseller in good standing with Anchor Audio, Inc.
Lee Hartman & Sons, Inc. is a longstanding valued partner and may promote, sell, install and service any audio-video system equipment or components that Anchor Audio, Inc manufactures.

Sincerely,

Glenn Busse
VP Sales & Marketing
Anchor Audio, Inc.
O: (800) 262-4671, ext 188
M: (760) 521-2452
glennb@anchoraudio.com

A closer look at Anchor Audio

US manufacturer of portable PA systems celebrating our 50th year in business! We're an industry innovator and leader in all-in-one, battery-powered PA systems. We offer a full complement of wireless technologies for every sound application. We serve primarily over 2000 School Districts, Higher Education, Government, Military and Houses of Worship end user channels.



05/19/2025

Lee Hartman & Sons
3 Davis Court, Hurricane WV 25526
Re: Authorized Dealer

To Whom It May Concern:

This Letter is in response to the request for proof of "Authorized Dealer" for **Lee Hartman & Sons**.

Lee Hartman & Sons became an Authorized Atlona Dealer in September 2014.

Lee Hartman & Sons is an Authorized Atlona Dealer in good standing with the company.

The person whose signature appears below is authorized to make the commitments noted above.

Sincerely
Steve Heintz
Supervisor, Inside Sales, North America



Audio Associates, Inc.

3993 Old Columbia Pike

Ellicott City, MD 21043

410-964-1212

410-964-0328

www.audioassociatesonline.com

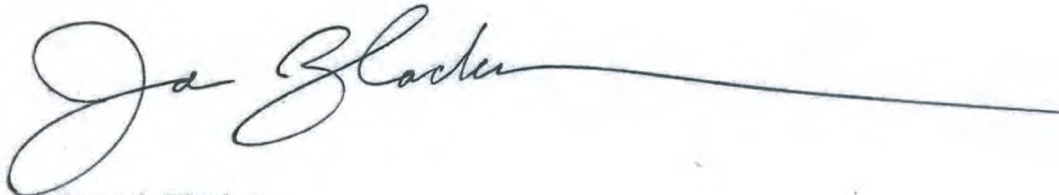
August 14, 2024

To Whom It May Concern,

As the Manufacturer's Representative for the Mid-Atlantic, I can verify that Lee Hartman & Sons, Inc. in Roanoke, VA, is an authorized dealer in good standing with the following companies. They are also authorized to handle any repair issues that may arise, in conjunction with the manufacturer. Should you need any further documentation, please do not hesitate to contact me.

**Fulcrum Acoustic, K-array, Lab Gruppen, Lake, Media Matrix, Midas, Peavey
Commercial Audio, RCF, Renkus-Heinz, Sennheiser, Tannoy, Turbosound, Vivitek
and Whirlwind**

Thank you!

A handwritten signature in black ink, appearing to read 'Ja Blacker', followed by a long horizontal line extending to the right.

Joseph Blacker



AUDIO VISUAL FURNITURE INTERNATIONAL INC.

August 15, 2024

TO: Whom It May Concern

This letter is to verify that Lee Hartman & Sons Inc. is an authorized dealer for the complete line of Audio Visual Furniture International products.

As an authorized dealer, Lee Hartman & Sons Inc. has the authority to sell and install Audio Visual Furniture International products to all educational, governmental, corporate and industrial institutions across the USA.

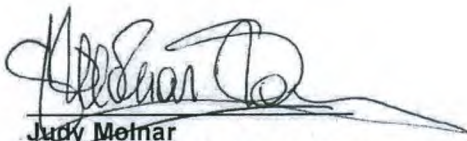
We also recognize that Lee Hartman & Sons Inc. personnel have the technical competency to execute the installation and configuration of these products according to our company standards.

Audio Visual Furniture International will provide for the product related to this contract. Lee Hartman & Sons Inc. will act as the point of contact for warranty/service issues.

If you have any questions regarding this relationship, please do not hesitate to contact me directly.

Kind Regards

Judy Molnar



Judy Molnar
National & Global Sales Manager
Video Furniture International Inc.

Bosch Security Systems, LLC.
130 Perinton Parkway
Fairport, NY 14450
Telephone +1 585 678-3662
Fax +1 866 612-1299
David.Proulx@us.bosch.com
www.boschsecurity.us

Re: Authorization Letter

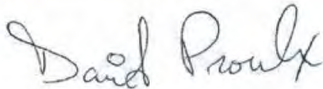
To Whom It May Concern:

Bosch Security Systems, LLC recognizes that Lee Hartman & Sons in Hurricane, WV is authorized to promote and sell our products.

- BOSCH Conferencing & Public Address
- DYNACORD Audio Electronics
- ELECTRO-VOICE Loudspeakers, Microphones & Audio Electronics
- RTS Intercom

If you have any questions or need further assistance, please contact Bosch Security at 1-800-289-0096.

Yours sincerely,



David Proulx
Bosch Security Systems, LLC
Manager – Sales Operations

Cardone, Solomon & Associates, Inc
Trusted Advisors Since 1997

May 5th, 2025

To Whom It May Concern:

Cardone Solomon & Associates hereby certifies that Lee Hartman and Sons, with an office located at 3 Davis Court, Hurricane, WV, 25526, is authorized to supply, promote, distribute, sell, exhibit, and negotiate, as well as assume responsibility for after-sales service for the following manufacturers we represent for the State of Maryland:

- Analog Way
- AVPro Global Holdings
- EDC Acoustics
- Innovox
- Salamander Designs
- SoundTube
- Symetrix
- Aveo Systems
- Clock Audio
- EM Acoustics
- Linea Research
- Stewart Audio
- Stewart Filmscreen

Should you have any questions or concerns, please feel free to reach out to me directly.

Kind Regards,

Danny Gurley

CS&A Cardone, Solomon & Associates, Inc

Your Manufacturer Representatives & Trusted Advisors Since 1997

Mobile: 301-661-9353

Office: 667-262-7766

Email: danny@cardonesolomon.com

Web: cardonesolomon.com

Chauvet Lighting
3360 Davie Road
Suite 509
Davie, FL 33314



May 19, 2025

To: Whom it may concern

Re: WVNET AV RFB 2025

Subject: Manufacturer's Authorization Letter

Please accept this letter as assurance and confirmation that Lee Hartman & sons, Acct #4293, is an authorized reseller in good standing for Chauvet Lighting, which includes the entire product line.

Respectfully,

DeAnna Padgett

National Sales Manager

Chauvet Professional - ChamSys - Iluminarc - Kino Flo - Lyntec

3360 Davie Road

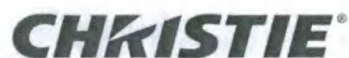
Suite 509

Davie, FL 33314

Direct: +1.954.577.4550 | Mobile: +1.954.740.7711 | Main Office: +1.954.577.4455

dpadgett@chauvetlighting.com | www.chauvetprofessional.com

dpadgett@iluminarc.com | www.iluminarc.com



10550 Camden Drive, Cypress, CA 90630 Tel: (714) 236-8610 Fax: (714) 503-3385

August 15, 2024

LETTER OF AUTHORIZATION

VIA EMAIL

tfarling@leehartman.com

To whom it may concern:

This will notify you that as of the date of this letter the dealer listed below, Lee Hartman & Sons, Inc., audio-visual systems dealer, is authorized to purchase and/or resell Christie Digital Systems USA, Inc. ("Christie") current Enterprise products purchased through Christie distribution. Should you have any further questions, please contact Patrick Ellis Sr Territory Sales Manager, Patrick.ellis@christiedigital.com or (770) 596-4163, or Martin Waverley, Sr. Director Sales Enterprise, martin.waverley@christiedigital.com or (602) 882-6232.

Authorized Dealer:

Lee Hartman & Sons, Inc.

3236 Cove Rd. NW

Roanoke, VA 24017

Tina Farling 410 686-6975 x1209

Sincerely,

Martin R. Waverley 

Martin R. Waverley
Senior Director Sales Enterprise NA
Enterprise Channel Sales
Christie Digital Systems
Martin.waverley@christiedigital.com
602 882-6232



Comprehensive®
Connectivity Company

August 15th, 2024

Lee Hartman and Sons
3236 Cove Rd NW
Roanoke VA 24017-2804

RE: Letter of Authorization

This letter serves as confirmation that Lee Hartman and Sons
is an authorized reseller and Service provider of Comprehensive Connectivity products.

Comprehensive Connectivity supports Lee Hartman and Sons proposals to sell Comprehensive
Connectivity Audio Visual Hardware & Service products for all Local, City, State, and Government bids.

We will provide Lee Hartman and Sons with commercially available products in sufficient quantities to
meet the contracts requirements.

Comprehensive Connectivity will also provide limited warranty on all our products based on each
individual product; some products are covered under limited warranty.

Current prices are set until expired twice a year at every 6months.

For further information on our products and their features and applications, please visit our website at
WW.COMPREHENSIVECO.COM or contact us at # 800-526-0242

Sincerely,

Martin Fensterstock
National Sales Manager



Comprehensive®
Connectivity Company

80 Little Falls Road
Fairfield, NJ 07407
800-526-0242

sales@comprehensiveco.com

Authorization Letter expires August 31st, 2029



August 15th, 2024

To Whom It May Concern:

SUBJECT: DEALER AUTHORIZATION LETTER

This letter will certify that LEE HARTMAN & SONS INC is an authorized CRESTRON Dealer for the CRESTRON product line, in good standings, since September 19th, 2006.

As an authorized CRESTRON Dealer, LEE HARTMAN & SONS INC may represent themselves as such and is entitled to supply, install and service our products and have full warranty privileges.

If you have any questions, please contact us at our corporate office.

Sincerely,

A handwritten signature in black ink that reads "Elizabeth Malleo".

Elizabeth Malleo
Sr. Manager, Client Relations
Crestron Electronics Inc.

Cc: Mike Charbit
Mathew Johnson



Aug 16/20/24

TO WHOM IT MAY CONCERN:

This is to certify that –
Lee Hartman & Sons Inc
3236 Cove Road NW
Roanoke VA 24017

is an authorized DRAPER dealer, and as such, may promote, sell and service products of our manufacture. Products distributed by the above-referenced distributed are covered by the DRAPER warranty which is one year on parts and labor. All products manufactured by DRAPER, INC. are made in the United States. Should the above-referenced dealer be unable to fulfill their obligations, DRAPER would appoint another authorized dealer to complete the contract.

If you should have any further questions concerning this company, please do not hesitate to call me.

Sincerely,

DRAPER, INC.

Diana Swim

AV Sales
Draper, Inc.
<http://www.draperinc.com>
765.856.1234 | 800.238.7999 ext. 1234



Eastern Acoustic Works
19 National Drive
Franklin, MA
02038, USA

Date: 05/16/2025

Subject: Confirmation of Authorized Dealership for EAW

This letter is to confirm that Lee Hartman & Sons, Account #317026, headquarters at, 3236 Cove Rd NW, Roanoke in the state of Virginia, is an authorized dealer of EAW products.

All products that are part of the EAW product line are authorized to be sold by Lee Hartman & Sons. EAW will supply the dealer with the technical information, training, and general support necessary to provide a high standard of after sales service.

This letter should be considered valid for six months from this date. Please feel free to contact me directly at tj.smith@eaw.com or +15083415473 with further questions.

Thank you

TJ Smith
President, EAW

**Epson America, Inc.
MANUFACTURER'S CERTIFICATION**

**West Virginia Network (WVNET)
Higher Education Policy Commission
RFB #61000**

Epson America, Inc. ("Epson") hereby certifies that the named reseller below ("Reseller") is authorized to sell the Epson products set forth in Exhibit A, attached hereto ("Products"). The Products must be purchased directly from Epson.

Epson provides this certification knowing and intending that the West Virginia Network (WVNET) will rely upon it when deciding whether to purchase the Products from the Reseller. The individual signing this certification represents and warrants that he/she is duly authorized to sign this certification on behalf of Epson.

Name of Manufacturer:

Epson America, Inc.
3131 Katella Ave
Los Alamitos, CA 90720

Name of Reseller:

Lee Hartman & Sons, Inc.
3 Davis Court
Hurricane, WV 25526

Authorized Signature:

Alisa Herr

Printed Name: Alisa Herr

Title: Sales Program Administrator – Sales Operations

DATE SIGNED: May 21, 2025

EPSON AMERICA, INC.

3131 Katella Ave
Los Alamitos, California 90720
TEL 562.981.3840
P.O. Box 93012
Long Beach, CA 90809-9941
www.epson.com

EXHIBIT A TO EPSON AMERICA, INC. MANUFACTURER'S CERTIFICATION

PRODUCTS

Eligible Products as offered by Epson's Authorized Programs



**EXACT
FURNITURE**

May 15, 2025

Subject: Letter of Authorization

To Whom it May Concern:

This letter is to certify that Lee Hartman & Sons, is a duly authorized reseller of Exact Furniture Ltd., audio/video furniture, hardware, peripheral equipment and services.

Should you have any questions, please do not hesitate to contact me.

Regards,

Jaime Coulter



**EXACT
FURNITURE**

Jaime Coulter
National Sales Director

Office: 1 (800) 648-9125 Ext 226

Cell: 416-889-0578

Web: www.exactfurniture.com





A Woman Owned and Operated Company

PROUD U.S. MANUFACTURER

ESTABLISHED IN 1981

08/15/2024

LEE HARTMAN & SONS INC
3236 COVE RD NW
ROANOKE, VA 24017
PH#540-366-3493

To Whom It May Concern:

This is to confirm that the above, LEE HARTMAN & SONS INC, is an authorized dealer with FSR.

If you need any other information or if we can be of further assistance, please do not hesitate to call.

Thank you.

A handwritten signature in black ink, appearing to read "J. Ersalesi", is written over the typed name and title.

Jamie Ersalesi
Inside Sales Manager



Gator Cases, Inc

A Division of Gator Co.

7851 Woodland Center Blvd.

Tampa, FL 33614

P: 813-221-4191 x249

F: 813-221-4181

E: kent.davis@gatorcases.com

5/30/2025

To whom it may concern,

This letter will confirm that Lee Hartman and Sons, Inc. is currently an authorized dealer and /or reseller in good standing with Gator Cases.

Lee Hartman and Sons, Inc. (Gator account # 06-LEE HART)
3236 Cove Rd NW.
Roanoke, VA 24017

As an authorized Gator Cases dealer, Lee Hartman and Sons, Inc. may represent themselves as such. They are entitled to supply, install, and service our products along with full warranty privileges.

Sincerely,

Kent Davis

Senior Director of North American Sales

www.gatorcases.com



GATOR
frameworks

GATOR
rackworks



GATOR
Protechtor Cases

HARMAN Professional
3000 Research Dr
Richardson, TX 75082



8/15/24

To whom it may concern:

This letter shall certify that "Lee Hartman & Sons" (HARMAN account number #710979) is authorized by HARMAN Professional, Inc. ("HARMAN Professional" a wholly owned Division of Samsung) to purchase and resell HARMAN Professional Solutions products according to the dealer contract executed between Lee Hartman & Sons and HARMAN Professional Solutions.

Nothing herein shall be construed as any grant of authorization to Lee Hartman & Sons, Inc. to make any representations, warranties, and/or covenants (or otherwise enter any obligations or incur any liabilities) on behalf of Harman Professional.

This certification is conditioned upon Lee Hartman & Sons maintenance of its status as a dealer in good standing with HARMAN Professional and may be revoked at any time.

This certification is issued solely for purposes as response to a request for proposal or resale confirmation acknowledgement, and no other purpose.

Brands include: AKG, AMX, BSS, Crown, DBX, JBL Professional, Lexicon, Martin Professional and Soundcraft.

Sincerely,

Haley Tuohy

Sr. Manager - Pro AV sales - Eastern Region



10286 Staples Mill Rd
Glen Allen, VA 23060
804-553-4933 office 804-553-9422 fax
e-mail: sales@thehealygroup.com



April 18, 2025

RE: Letter of Authorization – Lee Hartman & Sons

To whom it may concern,

I am an authorized representative of Klipsch Professional. This letter confirms that Lee Hartman & Sons, located in Hurricane, WV, is an authorized reseller for Klipsch Professional and their account is in good standing.

Sincerely,

Christopher M. Healy
The Healy Group
Manufacturers Representatives
www.thehealygroup.com
(804) 301-7326 mobile
(804) 553-4933 office

LEA LLC
635 S Lafayette Blvd., Bldg. 113, Ste 109
South Bend, IN. 46601
Phone 574-216-1622



Letter of Authorization / Dealer Letter

This letter shall serve to confirm the status of Lee Hartman & Sons as an authorized dealer in good standing.

Company Name: LEA LLC

Address: 635 S Lafayette Blvd

City, State, Zip: South Bend, IN 46601

Phone Number: 574-216-1622

Contact Name Scott Robbins

Contact Signature: 

Contact Email Address: wsrobbins@leaprofessional.com

Title: Vice President of Sales

Signature: 

Aug 16, 2024

LEE HARTMAN & SONS INC
103062



Re: Authorized Dealer Verification

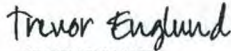
To Whom It May Concern:

This letter serves as confirmation that **LEE HARTMAN & SONS INC** is an authorized dealer of all Chief, Da-Lite, Vaddio, Middle Atlantic, Luxul and C2G products. We are committed to providing **LEE HARTMAN & SONS INC** with commercially available products in sufficient quantities to meet the requirements of your organization.

For further information on our products and their features and applications, please visit our website at <http://www.legrandav.com> or contact our Customer Care teams.

If you have any questions, please contact our Sales Operations team at AV Sales Operations av.sales.operations@legrand.com.

Sincerely,

DocuSigned by:

7E1E290269A64CF...

Aug 16, 2024

Trevor Englund
Sales Operations Supervisor



August 15, 2024

Subj: Letter of Authorization

Dear Ms. Joselyn M. Johnson,

This letter serves as confirmation that **LEE HARTMAN & SONS INC.** is an authorized dealer of all Liberty product lines in good standing since December 8, 1997.

This approval is extended to and includes Liberty sub-brands PanelCrafters, Fibertron, and Intelix. The Digitalinx brand is a product offering under Intelix.

As an authorized Liberty dealer, **LEE HARTMAN & SONS INC.** may represent themselves as such and is entitled to supply, install, and service our products and has full warranty privileges.

If you have any questions, please contact me directly at +1 719-388-7519

Sincerely,

A handwritten signature in black ink, reading "Ralph E. Parrett".

Ralph E. Parrett
Director of Quality & Technical Services
Product Solution Engineer
rparrett@wescodist.com

Marshall Electronics



Authorized Dealer Letter

August 19, 2024

To whom it may concern,

This letter is to certify that Lee Hartman & Sons, Roanoke, VA, has been authorized to purchase the Broadcast Pro AV product lines direct from Marshall Electronics, Inc., within the USA.

Lee Hartman & Sons, is authorized to promote, sell, store, pack, handle and distribute with the direct support and technical assistance from Marshall Electronics, Inc., located in Torrance, CA (USA).

If you have any questions, please do not hesitate to contact us.

Best regards,

Cheryl Tate

Cheryl Tate
Sales Operations Manager



Date: 08/19/2024

To Whom It May Concern:

Please consider this note as confirmation that Lee Hartman & Sons is an approved authorized reseller of Mersive Technologies, Inc products and services. Lee Hartman & Sons is a dealer in good standing with Mersive in all phases, including training and installation.

This authorization should remain in effect until Mersive Technologies Inc. has withdrawn its authorization to Lee Hartman & Sons or until the business agreement between Mersive Technologies Inc. and Lee Hartman & Sons expires.

Thank you for your time and consideration.

Sincerely,

Signed by:

6B5229FDE63F471...

Joel Carroll

Executive Vice President of Global Sales



May 19, 2025

Lee Hartman & Sons, Inc.
3 Davis Court
Hurricane, WV 25526

Subject: Letter of Authorization

To whom it may concern:

This letter is to verify that Lee Hartman & Sons, Inc. at 3 Davis Court, Hurricane, WV, 25526 is an reseller and in good standing with Peerless-AV, Inc.

As an authorized Peerless-AV reseller, Lee Hartman & Sons, Inc. may represent itself as such and is entitled to supply, install and service our products with full warranty privileges.

If you have any questions regarding our relationship with Lee Hartman & Sons, Inc., please contact me.

Sincerely,

E

Peerless-AV
2300 White Oak Circle
Aurora, IL 60502
USA
630 375 5100
info@peerless-av.com
www.peerless-av.com
2300 White Oak Circle
Aurora, IL 60502

Peerless-AV EMEA
Unit 3 Watford Interchange
Colonial Way, Watford
Herts, WD24 4WP
United Kingdom

Peerless-AV Latin America
Ave de las Industrias 413
Parque Industrial Escobedo
Escobedo N.L., Mexico
C.P. 66062

August 15, 2024

Re: Authorized Dealer

To Whom It May Concern,

This is to certify that Lee Hartman & Son's, Inc. (account number 54242) ("Dealer"), located at 3236 Cove Road N.W., Roanoke, VA 24017, is currently an authorized dealer for QSC, LLC ("QSC") in the state of Virginia and is in good standing with QSC.

Dealer is authorized to sell QSC products. QSC retains the right to revoke this authorization at any time. QSC is the sole owner of QSC product trademarks, patents, copyrights, QSC branded domain names, and other intellectual property.

Dealer is authorized to sell and program all Q-SYS products, our flagship offering. Q-SYS is a high technology product offering that requires training certifications for authorization.

QSC will supply the Dealer with all technical information, service diagrams, and spare parts to ensure a high standard of after sales service of the QSC Dealer line. For any further information or assistance regarding QSC products, please contact the Dealer.

This letter is valid for one (1) year from the date of this letter. If you have any questions or concerns, please contact QSC at 714-754-6175.

Best Regards,

Frank West

Frank West
Vice President Systems Americas

Shure Incorporated
5800 West Touhy Ave
Niles, IL 60714-4608

T 847 600 2000
F 847 600 1212
shure.com



August 22, 2024

Lee Hartman & Sons Inc
3236 Cove Rd NW
Roanoke, VA., 24017-2804

To whom it may concern:

This letter is to inform you that Lee Hartman & Sons Inc., located in Roanoke, Virginia is an authorized dealer of Shure products and is in good credit standing with our credit department. Should you have any questions, please feel free to call me at 847-600-8725.

Sincerely,

A handwritten signature in black ink, appearing to read "J. DiFalco", with a long horizontal flourish extending to the right.

Joe DiFalco
Senior Regional Sales Manager
Shure, Inc.

JD: DZ

Shure Incorporated
5800 West Touhy Ave
Niles, IL 60714-4608

T 847 600 2000
F 847 600 1212
shure.com



August 22, 2024

Lee Hartman & Sons Inc
3236 Cove Rd NW
Roanoke, VA., 24017-2804

To whom it may concern:

This letter is to inform you that Lee Hartman & Sons Inc., located in Roanoke, Virginia is an authorized dealer of Shure products and is in good credit standing with our credit department. Should you have any questions, please feel free to call me at 847-600-8725.

Sincerely,

A handwritten signature in black ink, appearing to read "J. DiFalco", with a long horizontal flourish extending to the right.

Joe DiFalco
Senior Regional Sales Manager
Shure, Inc.

JD: DZ

Adrian Fonseca
Music Sales Account Manager
SKB Corporation, Inc.
1607 North O'Donnell Way
Orange, California 92867
E-mail: afonseca@skbcases.com



To Whom It May Concern:

Please accept this letter as verification that Lee Hartman & Sons, Inc is an authorized SKB Dealer.

If you have any questions regarding this account, please feel free to reach me at (714) 685-5229, or at adrian@skbcases.com

Adrian Fonseca

Music Sales | SKB Cases

1633 N. Leslie Way, Orange, CA 92867

P: 800.410.2024 ext.264

Direct: 714.685.5229



20th August 2024

Authorization Letter

To Whom It May Concern:

We, Sonance, whose principal place of business based at 991 Calle Amanecer, San Clemente, CA 92673, USA, hereby certifies that the following dealer is authorized to sell Sonance products to end customers in their local market.

LEE HARTMAN & SONS INC

3236 COVE ROAD NW

Roanoke, VA 24017

If you should have any questions rearding this letter, please do not hesitate to contact us.

Sincerely,

Signed by:

Morten Jorgensen

65478DD64B4D487...

Morten Jorgensen

Vice President Sonance Professional

May 19, 2025

Subject: Reseller Authorization Letter

To Whom It May Concern:

This letter is to certify that Lee Hartman & Sons, Inc. is authorized by Spectrum Industries, Inc. to purchase, promote, sell and service all products in the current Spectrum catalog.

If you require any additional information, or have any questions, do not hesitate to contact me. I can be reached by phone at 407-242-6256 or via email at bjones@spectrumfurniture.com. Thank you for your consideration.

Sincerely,



Benjamin Jones
Vice President of Sales



Starin Marketing, Inc
136 Venturi Drive
Chesterton, IN 46304
219-929-4127 Ext 225
219-929-4377 Fax
Federal Tax ID #35-1801-490

August 19, 2024

To Whom It May Concern:

Lee Hartman & Sons Inc. located in Roanoke, VA is a dealer in good standing and authorized to purchase the following products through Starin Marketing, Inc.

Advanced Network Devices	Icron
APC	Inogeni
Apple	Jabra PanaCast
AVer	Just Add Power
AVF	Kiloview
Avid	Kramer
Azulle	Lenovo
B-Tech	LG Electronics
Barco	Littlite
Belden	Logitech
BirdDog	Magewell
Bosch Conference	MiServices
Bosch PA	Neat
C2G	Nigel B Design
Canon	Peerless-AV
Chief Manufacturing	Promethean
Da-Lite	PTZ Optics
Datapath	RDL

Dell
Draper
DTEN
EditShare
Epiphan
Gator Cases
Heckler
HuddleCam
Huddly

Salamander
Shure
SMART
Starin
SurgeX
Telemetrics
Telex Intercom
Vivitek
Yamaha
Yealink

Sincerely,
Laura Wolfe

Laura Wolfe
Accts Receivable/Credit Manager
Starin Marketing, Inc.



Stirling Communications Supply Co
29 Poplar Drive, Stirling NJ 07980
908-604-9360
sales@stirlingcomm.com
www.stirlingcomm.com

August 2, 2024

To whom it may concern,

Subject: Authorization for Lee Hartman

This letter confirms that Lee Hartman is an authorized reseller of hardware, and related services provided by Netgear, MSolutions, Conen Mounts, and North Bayou. Lee Hartman maintains an active account in good standing with Stirling Communications Supply, the official distributor of Netgear, MSolutions, Conen Mounts, and North Bayou products.

If you have any questions, please feel free to contact me at llopez@stirlingcomm.com.

Sincerely,

A handwritten signature in black ink, appearing to read "Luis López", with a large, stylized flourish extending from the end of the name.

Luis López
Stirling Communications Supply Co.
Assistant General Manager
29 Poplar Drive
Stirling, NJ 07980
Direct: 908-604-9360 Ext 1103
www.stirlingcomm.com



May 15, 2025

To Whom It May Concern,

RE: Lee Hartman & Sons, Inc.
3 Davis Court,
Hurricane, WV 25526

This letter is to confirm that the above mentioned organization is an approved vendor of Televic with access to Televic Conference products for sale in the United States of America.

Thank you,

A handwritten signature in black ink, appearing to read "Dan Mitchell". The signature is stylized with a large, sweeping initial "D" and "M".

Dan Mitchell
Televic Conference US Corp.
Director of Business Intelligence
240-248-3444

Televic Conference US Cor
7008 Virginia Manor Road
Beltsville MD, 20705 USA
+1 240-TELEVIC

discussion@televic.com
www.televic.com

May 15, 2025

To Whom it May Concern,

This letter is to confirm that Lee Hartman & Sons (Hurricane, WV) is currently an authorized dealer and/ or reseller in good standing with Williams AV. Lee Hartman & Sons is authorized to sell all products within our Commercial AV product line.

Sincerely,

Andrew Dunbar

Andrew Dunbar
Customer Care Manager
Williams AV LLC
800-328-6190 x 751