

**BOARD OF BIDS AND CONTRACTS SEPTEMBER 22, 2011**

**ITEMS REQUIRING BOCC APPROVAL**

**8 Items**

**1. CAREER DEVELOPMENT TRAINING COURSES - DIVISION OF HUMAN RESOURCES**

**FUNDING -- DIVISION OF HUMAN RESOURCES**

(Request sent to 70 vendors)

RFB #11-0153 Req N/A

	Interpersonal Skills	Organization and Time Management	Maximizing Your Full Potential	Ethics and Credibility	Listening and Communication Skills
1. Achieve Global	\$3,924.00	\$3,924.00	No Bid	No Bid	\$3,924.00
2. ARFF Training Concepts, Inc.	\$4,500.00	\$2,995.00	\$3,500.00	\$2,995.00	\$2,995.00
3. The Arnold Group, A Human Resource Company	\$1,800.00	\$1,800.00	\$1,800.00	\$1,900.00	\$1,800.00
<b>4. The Austin Peters Group, Inc.</b>	\$1,620.00	\$1,620.00	No Bid	<b>\$1,080.00</b>	\$1,080.00
5. Butler Community College	\$1,400.00	\$700.00	\$700.00	\$700.00	\$700.00
6. Cross Cultural Assimilation Institute, LLC	No Bid	No Bid	No Bid	No Bid	\$1,200.00
<b>7. Audrey Curtis Hane</b>	<b>\$1,250.00</b>	No Bid	No Bid	No Bid	No Bid
8. International Institute for Learning, Inc.	\$10,000.00	\$5,000.00	\$5,000.00	No Bid	\$5,000.00
<b>9. LeaderSystems, Inc.</b>	\$1,400.00	<b>\$650.00</b>	<b>\$650.00</b>	No Bid	\$650.00
<b>10. Jim Maddox</b>	No Bid	\$600.00	No Bid	No Bid	<b>\$600.00</b>
11. Priority Management/Krakow & Company	No Bid	\$5,000.00	No Bid	No Bid	\$6,000.00
12. Wichita Area Technical College (WATC)	\$1,365.00	\$1,080.00	\$1,080.00	\$1,080.00	\$1,080.00
13. Hugo Wall School of Urban and Public Affairs	No Bid	No Bid	No Bid	\$1,225.00	\$1,400.00

**BOARD OF BIDS AND CONTRACTS SEPTEMBER 22, 2011**

	Balance Between Work and Home	Emotional Intelligence	Leadership in the Workplace	Motivating and Coaching Positive Behaviors
1. Achieve Global	No Bid	No Bid	\$3,924.00	\$3,924.00
2. ARFF Training Concepts, Inc.	\$2,995.00	\$4,500.00	\$6,500.00	\$6,500.00
3. The Arnold Group, A Human Resource Company	\$1,900.00	\$2,200.00	\$2,200.00	\$2,200.00
4. The Austin Peters Group, Inc.	No Bid	No Bid	\$1,620.00	\$1,620.00
<b>5. Butler Community College</b>	<b>\$700.00</b>	\$1,400.00	\$1,400.00	\$1,400.00
6. Cross Cultural Assimilation Institute, LLC	No Bid	No Bid	No Bid	No Bid
7. Audrey Curtis Hane	No Bid	No Bid	No Bid	No Bid
8. International Institute for Learning, Inc.	\$5,000.00	\$10,000.00	\$10,000.00	\$10,000.00
<b>9. LeaderSystems, Inc.</b>	No Bid	\$1,400.00	\$1,400.00	<b>\$1,400.00</b>
<b>10. Jim Maddox</b>	\$600.00	<b>\$1,200.00</b>	<b>\$1,200.00</b>	\$1,200.00
11. Priority Management/Krakow & Company	No Bid	No Bid	No Bid	No Bid
12. Wichita Area Technical College (WATC)	\$1,080.00	No Bid	\$1,365.00	\$1,365.00
13. Hugo Wall School of Urban and Public Affairs	\$1,225.00	\$2,100.00	\$2,450.00	\$2,100.00
No Bids	Families Together, Inc.	Three Star Leadership	Laughter Links	American Osage
	Dancing Moose	Seba Solutions	Next Element Consulting	Sheryl Stanley
	Watermark Learning	Wally Bock	The Friesen Group	DRI Consulting
	Executive Development	Creative Business	Orion Development	John Belt
	Demarche Consulting	Training Systems	The Training Choice	CVR/IT Consulting

## BOARD OF BIDS AND CONTRACTS SEPTEMBER 22, 2011

On the recommendation of Angee Sisco, on behalf of the Division of Human Resources, Irene Hart moved **to accept the proposals from Audrey Curtis Hane for Interpersonal Skills, LeaderSystems, Inc. for Organization and Time Management, Motivating and Coaching Positive Behaviors, and Maximizing Your Full Potential, The Austin Peters Group, Inc. for Ethics and Credibility, Jim Maddox for Listening and Communications Skills, Emotional Intelligence and Leadership in the Workplace and Butler Community College for Balance Between Work and Home and establish contract pricing for two (2) years with two (2) one-year options to renew.** Jennifer Dombaugh seconded the motion. The motion passed unanimously.

The Sedgwick County Division of Human Resources (HR) offers a variety of training courses on a rotating and as needed basis to all County employees including line staff, as well as new and experienced supervisors alike. These courses are used by County employees for personal and professional development. The annual spend on contracted trainings courses totals approximately \$40,000 annually and is comprised of this and one other contract for alternative courses.

A review committee consisting of Mariann Bardez Bain and Brenda Stocklin-Smith--HR, Elora Randleas--Emergency Communications, and Angee Sisco--Purchasing, reviewed all proposals submitted and unanimously agreed on the recommended vendors. Factors considered included clarity of the response, ability to meet the requirements and scope of work, experience, qualifications and expertise, and methodology and cost. All vendors selected for contract award have provided courses to Sedgwick County employees through this or alternative contracts and have consistently received high evaluation ratings and feedback subsequent to course delivery.

All firms who submitted responses on this solicitation met the minimum qualifications. The review committee has recommended five out of nine low bidders. The committee recommendation for the remaining four courses was based on the following: The proposal response submitted by LeaderSystems for the Organization and Time Management course provides a clear picture of the course content and is a better value than our current vendor. The course content is varied, applicable to government and extensive. The proposal response submitted by The Austin Peters Group for the Ethics and Credibility course shows they have working knowledge of the County and provide a learning environment that utilizes our Management and Customer service models. The course methodology is such that employees feel comfortable participating and exploring options to tackle the tough ethical scenarios presented in class. The instructor proposed in the response submitted by Butler Community College for the Balance Between Work and Home course has a variety of training experiences, is interactive and geared toward adult learners, and has an outgoing personality that encourages employee participation in class. Also, the review committee agreed that it is necessary to maintain contracts with a variety of instructors to encourage both new and tenured employees to participate in coursework depending on the type of instruction environment that is amenable to each individual. Lastly, the proposal response submitted by LeaderSystems for the Motivating and Coaching Positive Behaviors course includes course materials which employees can utilize both inside and outside of the classroom as well as Sedgwick County. The course content is applicable in a holistic manner that encourages employees both professionally as well as personally.

**2. ON CALL LABORATORY SERVICES - DIVISION OF HUMAN RESOURCES**

**FUNDING -- VARIOUS DEPARTMENTS**

(Request sent to 19 vendors)

RFP# 11-0154 Req N/A

	Affiliated Medical Services Laboratory, Inc*	New Market Health Care, LLC	Quest Diagnostics Clinical Laboratories, Inc	Utility Consultants, Inc	Kansas Pathology Consultants
1. Urine Screen (ea)	\$10.40	<b>\$30.00</b>	\$30.25	\$35.00	No Bid
2. Blood Screen (ea)	\$6.70	<b>\$30.00</b>	\$137.25	\$100.00 \$150.00 confirmed	
3. Saliva Screen (ea)	\$25.00	<b>\$30.00</b>	\$34.25	\$35.00	
4. Random DOT Urine (ea)	\$30.00	<b>\$35.00</b>	\$30.25	\$35.00	
5. Random DOT Breathe (ea)	\$48.20	<b>\$25.00</b>	\$35.00	\$25.00 \$25.00 confirmed	
6. After Hours (in addition to test)	\$30.00	<b>\$40.00</b>	\$57.25 \$77.25 \$427.25	\$30.00	
7. Out of town (in addition to actual)	N/A	<b>\$15.00</b>	\$0.00	\$0.50 per mile	
8. Expanded Testing	N/A	<b>\$0.00</b>	\$33.75	quote per incident	
No Bids	One Source Testing Solutions	OraSure	Tri-Tech Forensics	Associates in Healthcare	Regional Forensic Science Center

On the recommendation of Angee Sisco, on behalf of the Division of Human Resources, David Spears moved **to accept the low responsible proposal from New Market Health Care, LLC and establish contract pricing at the rates as indicated above for a period of three (3) years, with two (2) one-year options to renew.** Linda Kizzire seconded the motion. The motion passed unanimously.

Sedgwick County will utilize this contract in accordance with County Personnel Policy 4.310 for the following drug screening purposes: pre-employment, post accident, random and reasonable suspicion. Sedgwick County is also obliged to comply with federally mandated alcohol and drug testing rules for individuals operating vehicles that require a commercial driver's license (Omnibus Transportation Employees Act of 1991).

A review committee comprised of Mariann Bardezbain and Amy Buhrnam--Division of Human Resources and Angee Sisco--Purchasing, reviewed all proposals submitted and unanimously agreed to recommend New Market Health Care. New Market offered an in-depth explanation of their specimen collection and testing procedures, included the services of a Medical Review Officer (for post testing reporting), maintain two collection sites and utilize electronic reporting of results. Sedgwick County currently utilizes New Market Health Care and has found their services to be positive.

2010 spend on this contract was approximately \$20,000.00 and pricing remained relatively flat (some increased, some decreased).

\* The proposal response submitted by Affiliated Medical Services Laboratory did not provide the requested supporting documentation necessary for the committee to review the firm's ability. Requested documentation included qualifications, experience, hours of operation, quality control procedures, collection/testing process, etc.

**BOARD OF BIDS AND CONTRACTS SEPTEMBER 22, 2011**

**3. EMPLOYEE BENEFITS CONSULTANT - DIVISION OF HUMAN RESOURCES**

**FUNDING -- HUMAN RESOURCES**

(Request sent to 86 vendors)

RFP# 11-0147 Req N/A

	Aon Consulting	CBIZ Benefits & Insurance Services	Cottingham & Butler	Hardman Benefit Plans, Inc	Hays Companies of Kansas	IMA of Kansas, Inc
1. Annual Cost, Year One	\$120,000.00	\$140,000.00	\$184,020.00	\$106,000.00	\$135,000.00	<b>\$75,000.00</b>
2. Annual Cost, Year Two	\$120,000.00	\$120,000.00	\$184,020.00	\$97,000.00	\$135,000.00	<b>\$75,000.00</b>
3. Annual Cost, Year Three	\$120,000.00	\$110,000.00	\$184,020.00	\$101,000.00	\$135,000.00	<b>\$75,000.00</b>
4. New Employee Orientation	\$18,000.00	\$3,600.00	Billed Hourly	\$0.00	\$0.00	<b>\$0.00</b>
2 Exceptions to Annual Cost	\$10,000 annual benefits book, \$0.45 per employee per month for toll free customer service	None	None	None	Deferred Compensation is not included.	<b>Deferred Compensation is not included. Third party vendors and printing will be billed at actual cost.</b>
No Bids	T&H Group	Presidio Benefits Group	Sullivan Benefits	Cretcher Heartland	DeWitt Stern Group Planning Services	Silverstone Group
	RPM Health	CPS Human Resources Services	Seitlin Benefits	Willis of Greater Kansas	Cushion Employer Services	Kushner & Company
	Thomas McGee	Garner Consulting	Findley Davies	The Epler Company	Kimberly E. Scanlan	Broad Reach Benefits
	Sentinel Benefits & Financial Group	Mercer Health & Benefits, LLC	Integrity Benefits Network	Health Insurance Specialists		

On the recommendation of Angee Sisco, on behalf of the Division of Human Resources, Jennifer Dombaugh moved **to accept the low proposal from IMA of Kansas, Inc. for a total annual cost of \$75,000.00 and establish contract pricing for three (3) years with two (2) one-year options to renew.** Linda Kizzire seconded the motion. The motion passed unanimously.

## BOARD OF BIDS AND CONTRACTS SEPTEMBER 22, 2011

Through this contract, the County will receive the following all inclusive consulting services for our employee related benefit plans: analysis, design, implementation, maintenance, cost containment, and communications. Analysis will include review of all relevant documents, contracts, and agreements and utilization to create a historical perspective for current structure and assist in prioritizing future needs and strategic goals. Design will include researching and recommending alternative plan design options such as self funding and/or high deductible, in addition to future wellness initiatives. Implementation will include the creation, management and negotiation of future benefit solicitation processes. Cost containment will include establishing tangible measures and policy recommendations to monitor and track cost containment possibilities. Communication will include toll free telephone employee support services, coordination of annual open enrollment, and ad hoc reporting at the request of the County. A variety, but not all services under this contract, have historically been completed internally. However, as the employee benefit market becomes increasingly difficult to navigate, the project committee believes it is now in the best interest of the County to seek outside consulting from a firm that specializes in this type of service. The committee hopes to gain strategic benefits management, understanding of benefit design and cost containment options, increased and continued knowledge of applicable laws and regulations, effective communication to employees, program bidding and implementation assistance, a trusted liaison, options to increase employee responsibility, and consideration of wellness activities that have a proven return on investment.

A review committee comprised of Shawne Boyd, Brenda Stocklin-Smith, Amy Buhrman, and Carrie Wiegand--Division of Human Resources, Jennifer Magana--County Counselor, Kristi Zukovich--Communications, and Chris Duncan, Troy Bruun, Mick McBride, and Angee Sisco--Division of Finance, reviewed all proposals submitted and unanimously agreed to recommend the low proposer for contract award. Selection considerations included ability to meet the proposed requirements, qualifications, expertise, and methodology and cost. Upon initial review, the committee agreed to shortlist and interview IMA of Kansas and then consider alternative vendors if deemed necessary. This decision was based on the significant cost difference between the low and other bidders, in addition to the time and administrative burden of interviewing additional vendors that may not be selected due to the cost, abilities and qualifications of the low proposer meeting the committee's expectations. Subsequent to the initial interview, the review committee unanimously agreed to recommend IMA of Kansas. References were contacted, and positive results were received.

**BOARD OF BIDS AND CONTRACTS SEPTEMBER 22, 2011**

**4. REPAIR LOWER SPILLWAY, LAKE AFTON PARK - FACILITIES DEPARTMENT**

**FUNDING -- CAPITAL IMPROVEMENT PLAN**

(Request sent to 20 vendors)

RFB #11-0117 Req N/A

	Bridges, Inc	Dondlinger & Sons Construction Company, Inc	Martin K. Eby Construction Company, Inc	Utility Contractors, Inc*	Wildcat Construction Company, Inc
1. Base Bid	\$1,987,500.00	\$1,427,950.00	\$1,804,000.00	<b>\$1,248,000.00</b>	\$1,589,000.00
2. Days to Completion	295	280	330	<b>300</b>	230
3. Add Alternate One	\$43,500.00	\$58,600.00	\$25,000.00	<b>\$23,600.00</b>	\$28,000.00
4. Days to Completion	30	0	0	<b>0</b>	15
5. Add Alternate Two	\$278,000.00	\$323,275.00	\$368,000.00	<b>\$309,000.00</b>	\$359,000.00
6. Days to Completion	90	0	21	<b>0</b>	70
7. Add Alternate Three	\$268,000.00	\$222,285.00	\$245,000.00	<b>\$190,000.00</b>	\$175,000.00
8. Days to Completion	90	0	30	<b>0</b>	45
<b>9. Total Bid</b>	\$2,577,000.00	\$2,032,110.00	\$2,442,000.00	<b>\$1,770,600.00</b>	\$2,151,000.00
<b>10. Total Days to Completion</b>	505	280	381	<b>300</b>	360
No Bids	Beachner Construction	Consolidated Cordage Corporation	L&M Contractors		

On the recommendation of Angee Sisco, on behalf of the Facilities Department, Irene Hart moved **to accept the low bid from Utility Contractors, Inc for a total amount of \$1,770,600.00.** Jennifer Dombaugh seconded the motion. The motion passed unanimously.

The base bid for this project will repair the spillway channel from the overflow dam south to the county property line at Lake Afton Park, 25313 W. 39th South Goddard, KS 67052. Repairs include temporary erosion control, overflow improvements, bridge construction paving improvements, traffic control and overall repairs to the lower spillway. Sedgwick County bid three add alternates for this project to allow the construction project and budget teams the opportunity to review the overall cost of the project versus various additional needs at the site. All add alternates will be awarded under this contract. Add alternate one consists of dam maintenance and will include the placement of 700 cubic yards of heavy stone rip rap along the face of the dam to prevent future erosion. Add alternate two consists of spillway resurfacing and will include the application of a concrete surface treatment to various areas of the spillway. Add alternate three will allow the construction of a new pedestrian service bridge to be used by staff and residents at Judge Riddel's Boys Ranch. The existing bridge will be demolished due to safety concerns as part of the base bid. This is a CIP project approved for construction in 2011.

Rob Lawrence--Facility Project Services and Angee Sisco--Purchasing reviewed each bid submitted and unanimously agreed on the recommendation. References were contacted due to the limited number of past County projects completed with Utility Contractors; positive results were received.

\* The original bid submitted by Utility Contractors included additional days for each add alternate. Upon further clarification, it was determined that this was a reflection of what time was included in the base bid for each add, not intended to be in addition to. The vendor planned to ensure completion of all projects within the stated timeframe by adjusting labor depending on the County's decision to accept or decline the add alternates.

Engineer's estimate with all add alternates is \$2.6 million.

**BOARD OF BIDS AND CONTRACTS SEPTEMBER 22, 2011**

**5. ON CALL DOOR SERVICES- FACILITIES DEPARTMENT  
FUNDING -- VARIOUS COUNTY DEPARTMENTS  
 (Request sent to 22 vendors)**

RFP# 11-0155 Req N/A

	<b>Overhead Door Company of Wichita</b>	Door Controls, Inc *	Glass Pro, A Division of Drywall Systems, Inc
<i>Overhead/Garage Door Services</i>			
1. Business Hour Rate - One Person	<b>\$52.00</b>	\$45.00	No Bid
2. Business Hour Rate - Two People	<b>\$88.00</b>	\$85.00	
3. Percentage Mark Up - Materials	<b>30%</b>	30%	
4. After Hours Rate - One Person	<b>\$68.00</b>	\$70.00	
5. After Hours Rate - Two People	<b>\$132.00</b>	\$130.00	
<i>Exterior/Interior Door Services</i>			
6. Business Hour Rate - One Person	<b>\$52.00</b>	\$42.00	\$60.00
7. Business Hour Rate - Two People	<b>\$88.00</b>	\$80.00	\$90.00
8. Percentage Mark Up - Materials	<b>30%</b>	30%	10%
9. After Hours Rate - One Person	<b>\$68.00</b>	\$62.00	\$90.00
10. After Hours Rate - Two People	<b>\$132.00</b>	\$120.00	\$105.00
No Bids	Brunswick Door Company	Star Lumber & Supply Co	Castle Door & Hardware

On the recommendation of Angee Sisco, on behalf of the Facilities Department, Sara Jantz moved **to accept the proposal from Overhead Door Company of Wichita and establish contract pricing at the rates as indicated above for a contract term of two (2) years with two (2) one-year options to renew.** Irene Hart seconded the motion. The motion passed unanimously.

Under this contract, Sedgwick County will receive on call door services including but not limited to maintenance, service, repair, replacement, sales and installation of interior and exterior building entry and garage/overhead doors. This service is not currently under contract, however purchasing history through various departments and vendors has shown a likelihood for actual and administrative cost savings through contracting. Total 2010 spend on like services was approximately \$13,000.00.

A review committee comprised of Vance Hill--Facilities Maintenance and Angee Sisco--Purchasing, reviewed each proposal submitted. The committee considered qualifications, proven ability, and methodology and cost of the services to be rendered. The committee unanimously agreed to recommend the Overhead Door Company due to their superior service history, ability to provide to all services requested, and dedicated customer service team. The after hours rate of Glass Pro were competitive, however actual 2010 spend does not indicate a high percentage of these types of service calls.

\* Door Controls, Inc submitted a proposal response that was not sufficient to determine qualifications, experience, and depth of staff.

Question: Did Cheney Door Company receive a copy of the solicitation? Yes.



**BOARD OF BIDS AND CONTRACTS SEPTEMBER 22, 2011**

**6. VIC'S LAKE FISHING DOCK - FACILITIES DEPARTMENT**

**FUNDING -- ADA COMPLIANCE UPGRADES**

(Request sent to 122 vendors)

RFB #11-0158 Req N/A

	Bauer & Sons Construction, Inc	<b>DanCo Enterprises, Inc</b>	Robl Commercial Construction, Inc
1. Bid	\$58,395.00	<b>\$53,500.00</b>	\$61,000.00
2. Total Days to Completion	70	<b>90</b>	74
No Bids	Conco Construction	Icon Structures	McPherson Contractors
	MW Builders	Sauerwein Construction	Smith Construction
	Milestone Construction	New Windows	Mounce Construction
	Wiens & Company	Mid American	Wildcat Construction
	CJ Construction	Petra	Martin K Eby Construction
	Construction Services	Descon	Hentzen
	Regier Construction	Van Asdale Construction	

On the recommendation of Angee Sisco, on behalf of the Facilities Department, Jennifer Dombaugh moved **to accept the low bid from DanCo Enterprises, Inc in the amount of \$53,500.00.** Linda Kizzire seconded the motion. The motion passed unanimously.

This project will construct an ADA accessible fishing dock, parking and accessible picnic table area at Vic's Lake in Sedgwick County Park, 6501 W. 21st Wichita, KS 67212. The project was recommended by the County's ADA consultant and was included in the County's ADA transition plan to ensure access to accessible recreation features at Sedgwick County Park. This project will help the County in ensuring that programs and services, including recreation amenities, are accessible to citizens with disabilities. Rob Lawrence--Facility Project Services, Lindsay Mahoney--ADA Coordinator, and Angee Sisco--Purchasing, reviewed bids submitted and unanimously agreed to recommend DanCo Enterprises. References were subsequently contacted and positive feedback was received.

\*Purchasing contacted several vendors to determine the cause of the high number of no bids. Responding firms indicated that this project is too small or does not fit in their already tight schedule.

**7. TELESCOPING STEEL SIGN POST SYSTEM - PUBLIC WORKS**  
**FUNDING - R175 PREVENTIVE MAINTENANCE - SELECT 11LST**

(Request sent to 18 vendors)  
 RFB #11-0167 Req 10045364

	Qty	J&A Traffic Products		Vulcan Signs	
		Unit Price	Ext Price	Unit Price	Ext Price
1. Ea, 3' x 2" x 2" - 12 gauge square telescoping steel anchor	300	<b>\$7.34</b>	<b>\$2,202.00</b>	\$8.57	\$2,571.00
2. Ea, 9' x 1.75" x 1.75" - 12 gauge square telescoping steel sign post	150	<b>\$19.60</b>	<b>\$2,940.00</b>	\$20.97	\$3,145.50
3. Ea, 10' x 1.75" x 1.75" - 12 gauge square telescoping steel sign ppost	150	<b>\$21.71</b>	<b>\$3,256.50</b>	\$23.29	\$3,493.50
Grand total			<b>\$8,398.50</b>		\$9,210.00
Delivery date		<b>10-14 days</b>		21-30 days	
Acknowledge Addendum		<b>Y</b>		Y; posts supplied in bundles of 25	
	Qty	Signotech		Ultimate Highway Solutions	
		Unit Price	Ext Price	Unit Price	Ext Price
1. Ea, 3' x 2" x 2" - 12 gauge square telescoping steel anchor	300	\$9.12	\$2,736.00	\$9.25	\$2,775.00
2. Ea, 9' x 1.75" x 1.75" - 12 gauge square telescoping steel sign post	150	\$20.01	\$3,001.50	\$23.55	\$3,532.50
3. Ea, 10' x 1.75" x 1.75" - 12 gauge square telescoping steel sign ppost	150	\$22.28	\$3,342.00	\$25.75	\$3,862.50
Grand total			<b>\$9,079.50</b>		\$10,170.00
Delivery date		21 days		30 days ARO	
Acknowledge Addendum		<b>N</b>		Y; posts supplied in bundles of 25	
	Designovations Inc		Republic Companies		
	no bid		no bid		
	Interstate SignWays		Custom Products Corporation		
	no bid		no bid		

On the recommendation of Joe Thomas, on behalf of Public Works, Irene Hart moved to **accept the low bid from J&A Traffic Products in the amount of \$8,398.50 and establish contract pricing for one (1) year with two (2) one (1) year options to renew.** Linda Kizzire seconded the motion. The motion passed unanimously.

Question was asked if we have ever bought this product from J&A Traffic Products? No.

**8. TRAFFIC SIGN BLANKS - PUBLIC WORKS**  
**FUNDING - R175 PREVENTIVE MAINTENANCE - SELECT 11LST**

(Request sent to 39 vendors)

RFB #11-0183 Req 10045365

	Qty	Allmac Signs		Vulcan Aluminum		Safeway Sign Company	
		Unit Price	Ext Price	Unit Price	Ext Price	Unit Price	Ext Price
1. Ea, 36" x 36" Octagon	250	\$20.15	\$5,037.50	\$18.64	\$4,660.00	\$26.01	\$6,502.50
Brand/Product #							
2. Ea, 30" x 30" Diamond	500	\$14.37	\$7,185.00	\$13.67	\$6,835.00	\$18.06	\$9,030.00
Brand/Product #							
3. Ea, 12" x 36" Vertical Rectangle	500	\$6.89	\$3,445.00	\$6.75	\$3,375.00	\$8.67	\$4,335.00
Brand/Product #							
4. Ea, 24: x 30" Vertical Rectangle	250	\$11.48	\$2,870.00	\$10.95	\$2,737.50	\$14.45	\$3,612.50
Brand/Product #							
5. Ea, 36" x 12" Horizontal (Street Name)	250	\$6.89	\$1,722.50	\$6.75	\$1,687.50	\$8.67	\$2,167.50
Brand/Product #							
6. Ea, 30" x 9" Horizontal (Street Name)	250	\$4.32	\$1,080.00	\$4.29	\$1,072.50	\$5.42	\$1,355.00
Brand/Product #							
Grant total			\$21,340.00		\$20,367.50		\$27,002.50
Days to delivery		30 days ARO		30 days; quote all or none		21-30 days	
	Qty	Custom Products Corporation		Traffic & Parking Control		Rocal, Inc	
		Unit Price	Ext Price	Unit Price	Ext Price	no bid	
1. Ea, 36" x 36" Octagon	250	\$19.62	\$4,905.00	\$21.37	\$5,342.50	National Sign Company	
Brand/Product #						no bid	
2. Ea, 30" x 30" Diamond	500	\$14.85	\$7,425.00	\$16.06	\$8,030.00	Newman Signs, Inc	
Brand/Product #						no bid	
3. Ea, 12" x 36" Vertical Rectangle	500	\$7.19	\$3,595.00	\$8.07	\$4,035.00	Century Graphics	
Brand/Product #						no bid	
4. Ea, 24: x 30" Vertical Rectangle	250	\$11.88	\$2,970.00	\$13.00	\$3,250.00	Lyle Signs Inc	
Brand/Product #						no bid	
5. Ea, 36" x 12" Horizontal (Street Name)	250	\$7.19	\$1,797.50	\$8.07	\$2,017.50	JR Custom Metal Products, Inc	
Brand/Product #						no bid	
6. Ea, 30" x 9" Horizontal (Street Name)	250	\$4.78	\$1,195.00	\$5.32	\$1,330.00	Shannon Baum Sign &	
Brand/Product #						no bid	
Grant total			\$21,887.50		\$24,005.00	American Traffic Safety	
Days to delivery		38 days		24 days		no bid	
	Qty	Signotech Inc		Hall Signs Inc		U.S. Standard Sign Co., Inc.	
		Unit Price	Ext Price	Unit Price	Ext Price	Unit Price	Ext Price
1. Ea, 36" x 36" Octagon	250	\$19.01	\$4,752.50	\$21.81	\$5,452.50	\$18.60	\$4,650.00
Brand/Product #				HSI using 5052-H838 alloy,			
2. Ea, 30" x 30" Diamond	500	\$14.45	\$7,225.00	\$17.01	\$8,505.00	\$13.82	\$6,910.00
Brand/Product #							
3. Ea, 12" x 36" Vertical Rectangle	500	\$7.09	\$3,545.00	\$8.13	\$4,065.00	\$6.63	\$3,315.00
Brand/Product #							
4. Ea, 24: x 30" Vertical Rectangle	250	\$11.29	\$2,822.50	\$13.54	\$3,385.00	\$11.07	\$2,767.50
Brand/Product #							
5. Ea, 36" x 12" Horizontal (Street Name)	250	\$8.85	\$2,212.50	\$8.13	\$2,032.50	\$6.63	\$1,657.50
Brand/Product #							
6. Ea, 30" x 9" Horizontal (Street Name)	250	\$6.59	\$1,647.50	\$5.19	\$1,297.50	\$4.16	\$1,040.00
Brand/Product #							
Grant total			\$22,205.00		\$24,737.50		\$20,340.00
Days to delivery		14 days		30 days; minimum of 1000 sq ft per order		21 days; bid as all or none; minimum shipment of \$10,000.00	

On the recommendation of Joe Thomas, on behalf of Public Works, David Spears moved to **accept the low bid from U.S. Standard Sign Co., Inc. in the amount of \$20,340.00 and establish contract pricing for one (1) year with two (2) one (1) year options to renew.** Sara Jantz seconded the motion. The motion passed unanimously.

This is an annual purchase based on anticipated replacement needs for sign blanks that have been destroyed by vandalism, blown down, or ripped away from the connection bolts.