



HISTORIC  
FRANKLIN  
TENNESSEE

ITEM #5  
WRKS 02/26/13

## MEMORANDUM

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February 15, 2013

**TO:** Board of Mayor and Aldermen

**FROM:** Eric S. Stuckey, City Administrator  
Russell Truell, Assistant City Administrator / CFO  
Joe York, Streets Director  
Brian Wilcox, Purchasing Manager

**SUBJECT:** Consideration of bid award to Sherwin-Williams Paint Co. of Franklin, TN in the total amount of \$48,672.78 for purchase of one (1) trailered roadway paint marking system for the Traffic Division of the Streets Department (Purchasing Office Procurement Solicitation No. 2013-009; \$45,000 budgeted in 110-89530-43110 for fiscal year 2013; purchase to be allocated to 110-89520-43110; Contract No. 2013-0017)

### Purpose

The purpose of this procurement is to purchase one (1) new trailered roadway paint marking system. This equipment would be used to apply roadway traffic paint and reflective beads for such needs as lane striping and intersection crosswalks and directional arrows. The new equipment would replace a 1999-model trailered roadway paint marking system that is scheduled this current fiscal year to be removed from service.

### Background

The City published on January 31, 2013 a Notice to Bidders in the *Williamson Herald* for a minimum of one (1) new trailered roadway paint marking system. In addition, bid documents were sent on or about the same date directly to three (3) potential bidders known or thought to be interested in this solicitation. Bids from four (4) vendors were publicly opened at the bid opening held on February 14, 2013. A tabulation of the bids received for this solicitation is attached.

### Financial Impact

The apparent lowest, most responsive and responsible bid, from Sherwin-Williams Paint Co. of Franklin, is in the amount of \$48,672.78 for the specified trailered roadway paint marking system. This bid was identified because it is the lowest bid that most closely meets or exceeds the City's intention as expressed and implied by the City's specifications as well as the instructions, terms and conditions pertaining to this procurement solicitation. The Streets Department Traffic Division budget for fiscal year 2013 allocates \$45,000 out of the General Fund for the purchase of a roadway paint marking system. The Sherwin-Williams bid amount is \$3,672.78 (8%) over budget. Staff anticipates that the Traffic Division budget will not need to be amended solely on account of this bid price being over budget.

### Options

In accordance with the bid documents, the City reserves the right to reject any and all bids.

### Recommendation

It is recommended that the City accept the apparent lowest best bid, from Sherwin-Williams Paint Co. of Franklin, in the amount of \$48,672.78 for the specified trailered roadway paint marking system. Purchasing Manager Brian Wilcox is of the opinion that the prepared specifications as distributed allowed for competition among multiple vendors, and that the staff recommendation appears to be made in a fair and impartial manner based upon the bids received.

**Tabulation of Bids \***

<b>Purchasing Office Solicitation No.:</b>		2013-009 (a minimum of one (1) new trailered roadway paint marking system)					
<b>Notice to Bidders published in the <i>Williamson Herald</i> on:</b>		1/31/13					
<b>Number of vendors that were notified of / that responded to this solicitation for bids:</b>		3 / 4					
<b>Date and time bids due and publicly opened:</b>		2/14/13 2:00 PM					
<b>Present at opening of bids:</b>		Marshall Arledge and Rhea Hughes of Farrell-Calhoun and Scott Beasley of PPG; Joe York and Jack Goins of the City of Franklin Streets Department; and Dee Settle and Brian Wilcox of the City of Franklin Purchasing Office					
<b>Target meeting of BOMA at which recommendation will be considered:</b>		3/12/13					
<b>Bids received from:</b>	<b>Bid No.:</b>	<b>Make &amp; Model:</b>	<b>Does the bid MOES<sup>1</sup>? / If not, how many exceptions do not MOES<sup>1</sup>?</b>	<b>Total delivered bid price, per unit:</b>	<b>Payment terms:</b>	<b>Estimated time of delivery after receipt of order:</b>	<b>Bid price per unit is valid through:</b>
Farrell-Calhoun, Inc. 221 E. Carolina Ave. Memphis, TN 38126 Marshall Arledge, Sales Representative 615/496-9876 marledge7@gmail.com	1 of 1	Graco RoadLazer RoadPak, Mfr. Opt. No. 2 (1-pump, camera) 24G679	No / 3 Bidder notes warranty duration does not MOES (CoF notes that CoF original specs rather than revised specs were submitted, that CoF specs were not correctly marked, that 2 references were submitted instead of req'd 3, and that bid unit is not trailered and does not include spec'd dual pumps)	\$47,577.00	net 30 days from date of delivery or date of invoice, whichever is later	21 days	05/01/13
Florida Transcor, Inc. 6683 Stuart Ave. Jacksonville, FL 32254 Susan Wacha, Government Sales 904/315-9450 susan.wacha@fltranscor.com	1 of 1	Graco RoadLazer RoadPak Tow-behind Mfr. Opt. No. 4 (2-pump, camera) 16N438 plus specified accessories	No / 1 (Bidder takes no exceptions but CoF notes warranty duration does not MOES)	\$55,506.00	net 30 days from date of delivery or date of invoice, whichever is later	10-15 days	12/31/13
PPG Industries 1112 Charlotte Ave. Nashville, TN 37203 Scott Beasley, Account Development Manager 615/390-3945 sbeasley@ppg.com	1 of 1	Graco RoadLazer RoadPak Tow-behind Mfr. Opt. No. 2 (2-pump) 24M144 plus specified accessories	No / 2 (warranty duration and trip & travel fee) (CoF notes that CoF original specs rather than revised specs were submitted)	\$54,918.50	net 30 days from date of delivery or date of invoice, whichever is later	24 days	06/30/13
Sherwin-Williams Paint Co. 1010 Murfreesboro Rd., Suite 198 Franklin, TN 37064 Matthew Moritz, Sales Representative 615/533-0698 swrep6408@sherwin.com	1 of 1	Graco RoadLazer RoadPak Tow-behind Mfr. Opt. No. 2 (2-pump) 24M144 plus specified accessories	No / 1 (warranty duration)	\$48,672.78	net 30 days from date of delivery or date of invoice, whichever is later	14-21 days	06/30/13

<sup>1</sup>MOES indicates "meet(s) or exceed(s) specifications"

\*Shaded bid is apparent lowest best bid