



## Legislation Text

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**File #:** 20-1852, **Version:** 1

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**STRATEGIC PRIORITY:** Government Performance and Financial Management  
**AGENDA DATE:** October 28, 2020  
**COUNCIL DISTRICT(S):** All  
**DEPARTMENT:** Office of Procurement Services  
**EXECUTIVE:** Elizabeth Reich

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### **SUBJECT**

Authorize a three-year master agreement for pavement marking materials for the Department of Transportation - Swarco Industries, Inc. in the estimated amount of \$525,025.00, Striping Service and Supply, Inc. in the estimated amount of \$356,292.80, Geveko Markings, Inc. in the estimated amount of \$98,968.90, Impact Recovery Systems, Inc. in the estimated amount of \$68,267.75, and Ennis-Flint, Inc. in the estimated amount of \$37,053.33, lowest responsible bidders of six - Total estimated amount of \$1,085,607.78 - Financing: General Fund

### **BACKGROUND**

This action does not encumber funds; the purpose of a master agreement is to establish firm pricing for goods, for a specific term, which are ordered on an as needed basis according to annual budgetary appropriations. The estimated amount is intended as guidance rather than a cap on spending under the agreement, so that actual need combined with the amount budgeted will determine the amount spent under this agreement.

This master agreement will provide for pavement marking materials for the Department of Transportation. This purchase is essential for construction, maintenance, and general safety of the City's 1,600 linear miles of pavement markings. Items purchased through this agreement will provide visual reflectivity of lane lines, crosswalks, stop bars, and school zone crossings. The Department of Transportation's Field Operations annual goal is to refresh approximately 580 miles of long line striping and 420 crosswalks and stop bars. Additionally, the placement of traffic calming measures, such as vertical delineators, curb stops, and speed cushions will be completed. This agreement will provide materials such as:

- Hot applied alkyl thermoplastic
- Glass traffic beads
- Reflective pavement markers
- Traffic buttons
- Flexible bituminous and epoxy

- High performance channelizer posts
- In-street omni-ped crosswalk signs
- Speed bumps
- Permanent prefabricated pavement markings
- Waterborne traffic paint

As part of the solicitation process and in an effort to increase competition, the Office of Procurement Services used its procurement system to send out email notifications to vendors registered under relevant commodity codes. To further increase competition, the Office of Procurement Services uses historical solicitation information, the Internet, and vendor contact information obtained from user departments to contact additional vendors. Additionally, in an effort to secure more competition, the Office of Economic Development Business Workforce and Inclusion Division sent notifications to chambers of commerce and advocacy groups to ensure maximum vendor outreach.

### **PRIOR ACTION/REVIEW (COUNCIL, BOARDS, COMMISSIONS)**

On December 13, 2017, City Council authorized a three-year master agreement for thermoplastic, glass traffic beads, pavement markers, and adhesives with Ozark Materials, LLC, Striping Service and Supply, Inc. dba Striping Supply, Inc., and Centerline Supply, Ltd. by Resolution No. 17-1878.

### **FISCAL INFORMATION**

Fund	FY 2021	FY 2022	Future Years
General Fund	\$274,643.00	\$274,643.00	\$536,321.78

### **M/WBE INFORMATION**

In accordance with the City's Business Inclusion and Development Policy adopted on September 23, 2020, by Resolution No. 20-1430, as amended, the M/WBE participation on this contract is as follows:

Contract Amount	Category	M/WBE Goal	M/WBE %	M/WBE \$
\$1,085,607.78	Goods	18.00%	0.00%	\$0.00
• This contract does not meet the M/WBE goal, but complies with good faith efforts.				
Swarco Industries, Inc. - Non-Local; Workforce - 0.00% Local Kinetics Motorwerks, LLC - Non-Local; Workforce - 0.00% Local Striping Service and Supply, Inc. - Local; Workforce - 8.00% Local Gevek Markings, Inc. - Non-Local; Workforce - 0.00% Local Impact Recovery Systems, Inc. - Non-Local; Workforce - 0.00% Local				

### **PROCUREMENT INFORMATION**

Method of Evaluation for Award Type:

Low Bid	<ul style="list-style-type: none"><li>• Recommended vendor is based on the lowest competitive quoted price, who is also technically and financially capable of performing and completing the contract, and otherwise meets all material specification requirements</li><li>• Negotiations are not allowed</li></ul>
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The Office of Procurement Services received the following bids from solicitation number BY20-00013572. We opened them on June 12, 2020. We recommend the City Council award this master agreement to the lowest responsive and responsible bidders by line. Information related to this solicitation is available upon request.

\*Denotes successful bidders

<b><u>Bidder</u></b>	<b><u>Address</u></b>	<b><u>Amount</u></b>
*Swarco Industries, Inc.	270 Rutherford Ln. Columbia, TN 38401	Multiple Lines
*Striping Service and Supply, Inc.	1911 South Great Southwest Pkwy. Grand Prairie, TX 75051	Multiple Lines
*Geveko Markings, Inc.	1883 New Harvest Rd. Gainesville, GA 30507	Multiple Lines
*Impact Recovery Systems, Inc.	3423 Harriet Ave. Minneapolis, MN 55408	Multiple Lines
*Ennis-Flint, Inc.	4161 Piedmont Pkwy. Suite 370 Greensboro, NC 27410	Multiple Lines
Kinetics Motorwerks, LLC	2800 Post Oak Blvd. Suite 4100 Houston, TX 77056	Multiple Lines

## **OWNERS**

### **Swarco Industries, Inc.**

John Sproul, President

### **Striping Service and Supply, Inc.**

Jeff Low, Managing Partner

**Geveko Markings, Inc.**

Laura Clark, President

**Impact Recovery Systems, Inc.**

Tracy Wencka

**Ennis-Flint, Inc.**

Matthew Soule, President