

Honorable Sandra Colvin Roy
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Background/Supporting Information:

Tabulation of one (1) bid received on Official Publication No. 7339 Bids for Traffic Signal Cabinets and Equipment

Attachments - Staff Memo
Tabulation Sheet

cc: D. Hildebrand
J. Burns



Minneapolis
City of Lakes

**Department of
Public Works**

Steven A. Kotke, P.E.
City Engineer
Director

350 South 5th Street - Room 203
Minneapolis MN 55415

Office 612 673-2352
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TTY 612 673-2157

August 25, 2010

David Schlueter
City Purchasing,
330 2nd Ave S.
Minneapolis, MN 55401

OP #7339 for Traffic Signal Control Cabinets

David,

The Public Works Traffic & Parking Services Division procures and uses various combinations of traffic signal hardware in conjunction with construction and reconstruction projects throughout the City. The OP #7339 equipment procurement is for the Central Corridor Advanced Transportation Improvement project under construction in the SE Minneapolis area.

The bid solicitation for five Traffic Signal Control Cabinets was circulated to at least three companies which have provided traffic signal cabinets and components in the metropolitan area in the past. This solicitation resulted in receiving bids from only one supplier. A number of years ago in an attempt to encourage increased competition we broke up the cabinet and components bid into separate bid items so that suppliers could propose on one or more of the individual bid items. As a result we were successful in procuring multiple bids on our solicitations.

I suspect that for this solicitation the suppliers who have chosen not to bid did so because they found that they cannot compete in this marketplace based on their past bidding experience and that the quantity of cabinets in this procurement was not large enough to entice them to spend the time and effort to develop and submit a bid.

Pricing on the bid received for this cabinet solicitation is approximately as expected. We therefore request that the bid be awarded to Brown Traffic Products for each of the items included in OP #7339.

If you have questions on any of the above, please call me at 612-673-5615.

Thank You,

Dallas Hildebrand, PE
Department of Public Works
Traffic & Parking Services
300 Border Avenue N



www.ci.minneapolis.mn.us

Affirmative Action Employer

"BIDS FOR TRAFFIC SIGNAL CONTROL CABINETS AND EQUIPMENT" - PW - Streets

Official Publication #7339
 Bids opened 10 AM, CDST
 August 24th, 2010
 Minneapolis MN

*I Brown
 Traffic
 Products, Inc.*

1 5 each Traffic Signal
 Controller Cabinet Assembly \$/ea

11,750.-

2 5 each Eagle Signal \$/ea

3,025.-

3 5 each Malfunction
 Management Unit \$/ea

825.-

Bidder agrees qtys may be
 increased up to 100% till 9-2011:

1 Cabinet Assemblies Y/N

YES

2 Controller Units Y/N

YES

3 Conflict Monitor Units Y/N

YES

We, the undersigned, hereby certify that the above bids were publicly opened and read aloud:

Heide Sand

[Signature]

FOR THE: FINANCE OFFICER

ASST. DIRECTOR, PURCHASING