



**Request for City Council Committee Action  
From the Departments of Public Works and Procurement**

**Date:** January 10<sup>th</sup>, 2012  
**To:** Honorable Sandra Colvin Roy, Chair Transportation & Public Works Committee  
**Referral to:** Honorable Betsy Hodges, Chair Ways and Means Committee  
**Subject:** **Approval of Official Publication No. 7548, Bids for Traffic Signal Control Cabinets "R" Size**

**Recommendation:**

Acceptance of the low single bid of Brown Traffic Products, Inc. for an estimated expenditure of \$76,450.00 to furnish and deliver traffic signal control cabinets and equipment "R" Size to the Minneapolis Public Works Department as follows:

	Quantity	Description	*Unit Price
1.	2	Dual R-Size NEMA TS2-2 hybrid traffic signal controller cabinet assemblies, including solid-state switching facilities, flashing equipment, detector racks and terminal and field wiring facilities which meet these specifications	\$ 33,150.00
2.	2	Eagle Signal Model EPAC 3668 M52 – NEMA TS-2 Type 1 and 2 Controller or approved equal.	\$ 3,425.00
3.	4	Eberle Design, Inc. Malfunction Management Unit Model MMU-16LE Smart Monitor with Ethernet Port or approved equal.	\$ 825.00

Bidder agrees quantities may be increased up to 100% through December 31<sup>st</sup>, 2012 for Cabinet Assemblies, Controller Units and Conflict Monitor Units.

Terms are net-30 days                      F.O.B.: Destination

**Prepared by:** Gary Warnberg                      Director, Purchasing

**Approved by:** Steven A. Kotke, P.E.                      Director, Public Works

**Financial Impact** (Check those that apply)

- No financial impact - or - Action is within current department budget.  
(If checked, go directly to Background/Supporting Information)
- Action requires an appropriation increase to the Capital Budget
- Action requires an appropriation increase to the Operating Budget
- Action provides increased revenue for appropriation increase
- Action requires use of contingency or reserves
- Other financial impact (Explain): Action is within Budget
- Request provided to the Budget Office when provided to the Committee Coordinator

**Background/Supporting Information:**

Tabulation of one (1) bid received on Official Publication No. 7548 Bids for Traffic Signal Control Cabinets "R" Size

Attachments – Staff Recommendation  
Tabulation Sheet

cc: L. Mountjoy  
D. Hildebrand



**Minneapolis**  
City of Lakes

**Department of  
Public Works**

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Director

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December 1, 2011

David Schlueter  
City Purchasing,  
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OP #7548 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 #7548 equipment procurement is for the Central Corridor Advanced Transportation Improvement project under construction in the SE Minneapolis area.

The bid solicitation for two dual R-sized 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 however resulted in receiving bids from only one supplier. We believe that the dual cabinet configuration required in this application to satisfy the unique geometrics created by the addition of the Central Corridor LRT project at the intersection of Washington Ave SE, Huron Blvd, and University Ave SE is such an unusual design that it is unlikely to be used anywhere else in the State of Minnesota. As a result the other potential cabinet suppliers did not consider it worth the investment of their time to design a cabinet configuration that would meet these requirements.

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 #7548.

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

