



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

Date: April 20th, 2010
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. 7270 Bids for Ramp Identification and Pedestrian Way Finding Signage**

Recommendation:

Acceptance of the low bid meeting the specifications of Archetype Signmakers, Inc. in the amount of \$188,724.40 to furnish and deliver ramp identification & pedestrian way finding signage to the City of Minneapolis Public Works Traffic and Parking Services Division, as follows:

Base Bid:		\$169,571.40
Alternate No. 2:	Ramp B Signage, Parking Deck Area	\$ 14,907.00
Alternate No. 3:	Ramp C Signage, Parking Deck Area	\$ 3,330.00
Alternate No. 4:	Ramp C TAD Level, Pedestrian Way Signage	\$ 916.00

Terms are net-30 days with completion as per the specifications F.O.B.: Destination

Hilton Displays and Geograph Industries, Inc. do not comply with the bid specifications. Please refer to the attached staff memo.

This has been approved by the Civil Rights Department

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

[Handwritten signature of Gary Warnberg]

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

Presenters: William Prince, P.E. Professional Engineer

<p>Financial Impact (Check those that apply)</p> <p><input type="checkbox"/> No financial impact - or - Action is within current department budget. (If checked, go directly to Background/Supporting Information)</p> <p><input type="checkbox"/> Action requires an appropriation increase to the Capital Budget</p> <p><input type="checkbox"/> Action requires an appropriation increase to the Operating Budget</p> <p><input type="checkbox"/> Action provides increased revenue for appropriation increase</p> <p><input type="checkbox"/> Action requires use of contingency or reserves</p> <p><input checked="" type="checkbox"/> Other financial impact (Explain): Action is within Budget</p> <p><input type="checkbox"/> Request provided to the Budget Office when provided to the Committee Coordinator</p>

Background/Supporting Information:
 Tabulation of fifteen (15) bids received on Official Publication No. 7270 Bids for Ramp Identification and Pedestrian Way Finding Signage.

Attachments - Staff Memo
 Tabulation Sheet

cc: J. Wertges, W. Prince, J. Burns

"BIDS FOR RAMP IDENTIFICATION & PEDESTRIAN WAY FINDING SIGNAGE" - P/W - Transportation

Official Publication #7270
Bids opened 10 AM, CST
March 9, 2010
Minneapolis MN

LeRoy Signs
Lopine Advert
Todd Hoffmann
Derigraphed Sign
archetype Signmaking
Integrated Sign
Harmon Sign
Safety Sign

1	Base Bid		\$	249,226. ⁰⁰	222,266. ⁷⁴	237,811. ⁷⁴	227,912. ⁰²	169,571. ⁴⁰	269,233. ⁰⁰	220,956. ⁰⁰	208,775. ⁰⁰
2	Alternates:										
A.	Alternate No. 1	+/-	\$ +	6,954. ⁰⁰	-6,432. ⁰⁰	-6,335. ⁰⁴	+26,591. ⁰²	-3,204. ⁰⁰	-3,915. ⁰²	+6,794. ¹⁴	+42,900. ⁰⁰
B.	Alternate No. 2	+/-	\$ +	9,026. ⁰⁰	+5,628. ⁰⁰	+11,544. ⁴⁴	+13,965. ⁰²	+14,907. ⁰²	+17,754. ⁰²	+17,947. ⁷⁷	+16,900. ⁰²
C.	Alternate No. 3	+/-	\$ +	6,303. ⁰⁰	+2,412. ⁰²	+6,137. ³⁸	+14,444. ⁰²	+3,330. ⁰⁰	+6,138. ⁰²	+14,325. ⁸⁸	+10,850. ⁰⁰
D.	Alternate No. 4	+/-	\$ +	4,236. ⁰⁰	+18,272. ²⁶	+18,147. ⁷³	+2,342. ⁰²	+914. ⁰⁰	+3,108. ⁰²	+19,280. ⁰²	+1,775. ⁰²
E.	Alternate No. 5	+/-	\$ +	5,940. ⁰⁰	-17,875. ⁰²	-49,369. ⁰⁴	-75,160. ⁰²	-67,900. ⁰²	-88,060. ⁰²	-39,634. ⁰²	+42,000
3	Unit Prices:										
A.	Unit Price No. 1	+/-	\$ +	9,289. ⁰²	+6,440. ⁰²	SEE Schedule	+512. ⁰²	+114. ⁰²	SEE ATTACH	SEE ATTACH	+150. ⁰²
B.	Unit Price No. 2	+/-	\$ +	9,289. ⁰²	-6,440. ⁰²	SEE Schedule	+205. ⁰²	+43. ⁰⁰	SEE ATTACH	SEE ATTACH	+50. ⁰²
C.	Unit Price No. 3	+/-	\$ +	67. ⁸⁵	+ SEE ATTACH	SEE Schedule	+313. ⁰⁰	+95. ⁰²	SEE ATTACH	SEE ATTACH	+200. ⁰²

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

Janis Ballentine
FOR THE: FINANCE OFFICER

D. S. [Signature]
ASST. DIRECTOR, PURCHASING

"BIDS FOR RAMP IDENTIFICATION & PEDESTRIAN WAY FINDING SIGNAGE" - PW - Transportation

Official Publication #7270
Bids opened 10 AM, CST
March 9, 2010
Minneapolis MN

Architecture
Graphics
(A)

Architecture
Graphics
(B)

Hilton
Overseas

West
Central
Signage

Jacob
Inc

Geograph
Inc.

N.W.
Sign
Indust

1	Base Bid	\$	271,347. ⁰⁰	319,730. ⁰⁰	114,679.83	194,151.26	241,295.55	98,839. ⁰⁰	234,075. ⁰⁰
2	Alternates:								
A.	Alternate No. 1	+/- \$	-7,008. ⁰⁰	-8,352. ⁰⁰	-4,767.43	-9,595.52	-2,482.90	+24,800. ⁰⁰	-6912. ⁰⁰
B.	Alternate No. 2	+/- \$	+40,024. ⁰⁰	+44,064.	+8,069.02	+8,613.56	+5,882. ⁰⁰	+14,291. ⁰⁰	+29,612. ⁰⁰
C.	Alternate No. 3	+/- \$	+6,758. ⁰⁰	+7,998. ⁰⁰	+4,700.02	+4,824.22	+9,796.62	+3,870. ⁰⁰	+6,634. ⁰⁰
D.	Alternate No. 4	+/- \$	+3,248. ⁰⁰	+3,918. ⁰⁰	+3,284.53	+1,129.78	+1,512.33	+1,908. ⁰⁰	+1,591. ⁰⁰
E.	Alternate No. 5	+/- \$	-62,286. ⁰⁰	-70,616. ⁰⁰	+28,810.87	-31,949.75	-37,561.31	+39,025. ⁰⁰	N/A
3	Unit Prices:								
A.	Unit Price No. 1	+/- \$	SEE UNIT PRICE	SEE UNIT PRICE	SEE ATTACH	SEE ATTACH	+1445.21	SEE ATTACH	SEE Schedule
B.	Unit Price No. 2	+/- \$	See Unit Price	}	}	}	-1,136.21	}	}
C.	Unit Price No. 3	+/- \$	See Unit Price	}	}	}	+70.94	}	}

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

[Signature]

FOR THE: FINANCE OFFICER

ASST. DIRECTOR, PURCHASING

MEMO

To: Dave Schlueter, Purchasing
From: Bill Prince, P.E., Traffic & Parking Services
Date: April 13, 2010
Subject: OP 7270 "BIDS FOR ABC RAMP IDENTIFICATION AND PEDESTRIAN WAYFINDING SIGNAGE"

Based on a detailed analysis of the bids and discussions with the three lowest bidders, we recommend acceptance of the bid of Archetype Signmakers, Inc. in the base bid amount of \$169,571.40 with their respective alternate and unit pricing. An analysis of their bid showed their base bid included all the elements of the project that were required for the base bid per our specifications.

There were two bidders who had lower base bids submitted: Geograph Industries Inc. at \$98,389 and Hilton Displays at \$114,679.83. An analysis of the bids found a key item required in the base bid package was omitted in that total. The bid requires the installation of a total of seven (7) large ramp identification signs in the base bid. In discussions held with the two lowest base bidders it was discovered that these seven large ramp identification signs were not included in their submitted base bids. The two lowest base bidders included these signs as an add to the project, which was contrary to the bid instructions. Since these signs were required to go through the zoning variance process and that process had not been completed at the time of bid issue, the bidders were instructed to list these signs in the base bid and include the total for these 7 signs as a potential deduct from the project should the variance process have proven unsuccessful. This deduct was listed as alternate No. 5 in the bid package. The verbiage supplied above where to enter the deduct total read as follows:

"The City of Minneapolis is seeking a variance for the installation of the ramp exterior identification signage. The variance hearing for the ABC ramps exterior signage is set for February 25th, 2010. The manufacture and installation of the Ramp ABC exterior ID signs will be pending a successful variance hearing. If the City of Minneapolis does not receive the variance, the exterior ID sign portion of the project will not move forward. Provide a deduct price to remove the exterior Ramp Identification Signage work from the scope of the project."

Despite this verbiage being included above where to submit the bid alternate no. 5 total, both Geograph Industries and Hilton Displays did not include these signs in their base bid and included the ramp identification signage package as an add item above and beyond the base bid cost. All bidders also acknowledged receiving bid addendums 1 and 2, which clearly states that the variance application was approved and the signs would be included in the project.

Since a very large percentage of the total bids submitted did correctly list alternate no. 5 as a base bid deduct item as opposed to an add item, we feel the two low bidders made a critical error in either interpretation or haste that is grounds for their bids to be rejected. Both Geograph and Hilton have been notified of our intention to recommend rejection of their bids and have been requested to withdraw their bids, but to this point neither has done so to my knowledge.