

TRAFFIC & PARKING SERVICES

DATE: June 28, 2006

TO: Connie Beck
City of Minneapolis
Finance Department
330 2nd Avenue S
Minneapolis, MN 55401

FROM: Dallas Hildebrand, PE
City of Minneapolis
Traffic & Parking Services
300 Border Avenue North
Minneapolis, MN 55405

SUBJECT: O.P. #6628 – Bids for Traffic Signal Control Cabinet & Equipment

The Traffic & Parking Services Division of Public Works has reviewed the results of the bids received relative to O.P. #6628 “Bids for Traffic Signal Control Cabinet & Equipment”. It is recommended that the bid be awarded to the single bidder Brown Traffic Products, Inc. for bid items No. 1 thru 7.

For this procurement, we received only one bid, and a number of no bid submittals. When contacted, the suppliers who chose not to bid, chose to do so for a number of reasons, such as; “lost money on the last order”, and, “cannot compete in this market”, and, “do not care to invest the engineering time to create a Mpls style cabinet”. Each stated that if the solicitation were rebid that they would not be interested in bidding.

The prices bid for the various items are reasonable considering the volatility in the commodities market, and the fact that the prices bid are guaranteed for increased quantity orders up to December 31, 2008. Additional delays to revisit the cabinet design and go through the readvertisement/bid process, which may not produce any additional suppliers bidding for the order, will potentially jeopardize the Traffic Divisions ability to maintain and operate the 800+ traffic signals within the city because we will not have cabinets or equipment to replace units damaged in motor vehicle accidents or components which have failed for other reasons.

We have reviewed the options available and have concluded and therefore recommend that the bid be awarded to Brown Traffic Products, Inc.

cc: J. Wertjes
D. Sobania

**Border
Avenue**

300 Border Av. N. Minneapolis, MN 55405
Phone 673-5750 Fax 370-3973

"BIDS FOR TRAFFIC SIGNAL CONTROL CABINET AND EQUIPMENT" - P/W Traffic

Offl. Publ. #6628
 Bids opened 10 AM, CDST
 June 15, 2006
 Minneapolis MN

*Brown
 Traffic
 Products
 Inc.*

1. 100 ea Traffic Signal Controller Cabinet Assembly \$/ea *6,288.00*
2. 100 ea Eagle Traffic Control System EPAC 3638 \$/ea *2,998.00*
3. 100 ea Eberle Conflict Monitor MMU-6LE Smart Monitor \$/ea *738.00*
4. 25 ea Eberle Detector Unit Model LM604 \$/ea *168.00*
5. 25 ea Eberle Detector Unit Model LM602T \$/ea *98.00*
6. 50 ea Iteris Video Detector Model 2-2N \$/ea *2,008.00*
7. 50 ea Iteris Communication Model 2-eAccess \$/ea *2,008.00*

Bidder agrees to increase qtys Cabinet Assemblies

yes

Controller Units

yes

Conflict Monitor Units

yes

Detector Units (4-CH)

yes

Video Processor Units

yes

Video Communication Unit

yes

Cash Discount %-20 days

Cabinet Assemblies

0

Controller Units

0

Conflict Monitor Units

0

Detector Units (4-CH)

0

Detector Units (2-CH)

0

Video Processor Units

0

Video Communication Units

0

"BIDS FOR TRAFFIC SIGNAL CONTROL CABINET AND EQUIPMENT" - P/W Equipment

Offl. Publ #6628
Page Two (2)

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

P. O'Brien for
FINANCE OFFICER

Connie Beck for
ASS. DIRECTOR, PURCHASING