



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

**Date:** October 6, 2009  
**To:** Honorable Sandra Colvin Roy, Chair Transportation & Public Works Committee  
**Referral to:** Honorable Paul Ostrow, Chair Ways and Means Committee  
**Subject:** **Approval of Official Publication No. 7188 Bids for Variable Message Signs**

**Recommendation:**

Acceptance of the low responsive bid of AIM Electronics, Inc. in the amount of \$118,320.00 to furnish and deliver eight (8) variable message signs, as follows:

8 each	Daktronics VL-3400-24 x 64-9-F	per each	\$14,610.00
	Labor and Miscellaneous Materials	per lot	\$ 1,440.00

Bidder agrees to extend the unit pricing for three (3) years beyond 2009, until December 31, 2012 at the established prices.

Bidder fulfills all manufacturer qualifications as listed in section 6.

The apparent low cost bidder Topline Adververtising did not meet the bid requirements. Please refer to the enclosed Staff Memo.

Further recommend proper Officers be authorized to execute a contract for this project, all in accordance with our specifications.

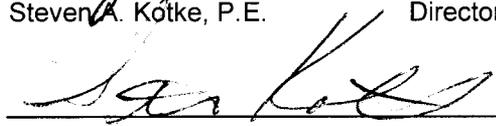
**This has been approved by the Civil Rights Department.**

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



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



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**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 three (3) bids received on Official Publication No. 7188 Bids for Variable Message Signs.

Attachments - Staff Memo  
Tabulation Sheet

cc: T. Drew  
J. Burns

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**City of Minneapolis**  
**Traffic and Parking**  
**Services Division**

# Memo

**To:** Gary Warnberg

**From:** Tim Drew

**Re:** Bid for Variable Message Signs

**Date:** August 28, 2009

**cc:** Dave Schlueter

**Pages:** 1

In regard to Traffic and Parking Services recommendation for selecting a vendor for the Variable Message Sign bid, AIM Electronics supplied the lowest **complete** bid.

Although Topline Advertising submitted a bid which was \$350 less than AIM per sign, they did not provide a **price for labor** as requested in the bid under the pretense that "the City would supply the labor". It is clearly written in the bid document several times that the respondent shall be responsible for labor to install the communication equipment **including a bid line item to submit labor and miscellaneous materials**. Also, Topline was not willing to extend the price for three years.

AIM Electronics was the lowest bidder who supplied the required cost per sign and labor cost. In addition, AIM electronics is willing to extend the price for 3 years, which we will be taking advantage of.

Therefore, we recommend selecting AIM Electronics.

Thanks,  
Tim

