



## AGENDA REPORT

**Meeting Date:** August 4, 2015  
**Item Number:** D-14  
**To:** Honorable Mayor & City Council  
**From:** Trish Rhay, Assistant Director of Public Works Services, Utilities and Infrastructure   
Michelle Tse, Senior Management Analyst *JMST*  
**Subject:** APPROVAL OF A PURCHASE ORDER TO JAM SERVICES, INC. FOR A TOTAL NOT-TO-EXCEED AMOUNT OF \$179,295 FOR THE PURCHASE OF TRAFFIC SIGNAL LIGHT REPLACEMENT PARTS  
**Attachment:** 1. Price Quote Summary

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### **RECOMMENDATION**

Staff recommends that the City Council (1) find that the conformance with the bidding procedures in the Municipal Code would be contrary to the best interests of the City, (2) waive the bidding requirements as the City is utilizing the City of Long Beach bid process for the bulk of needed replacement parts, proceed with JAM Services, Inc. for the additional parts based on competitive quotes received, and (3) move to approve a Purchase Order in the amount of \$179,295 to JAM Services, Inc. for the purchase of traffic signal light replacement parts.

### **DISCUSSION**

Currently, the City's traffic signals use light emitting diode "LED" technology. The current LED parts were covered under a 5-year warranty; the lifespan of these parts was further extended for an additional two years to maximize use of the product life. During the last year, there has been an increasing need to replace non-working LED parts. Since the LED components are reaching the end of their product life cycle, City staff began evaluating the need to conduct a citywide replacement of the traffic signal LED parts for public safety.

The City of Long Beach completed a bidding process for the same replacement parts needed by the City of Beverly Hills to complete its signal light LED replacement project. Please note the bid process was for LED parts only. The intent is that the installation of the LED parts would be handled by City staff. This replacement will be completed in three phases, with an anticipated completion of no later than 12 months. Of the City Of the three bids received by the City of Long Beach, vendor JAM Services, Inc. was the lowest responsible bidder. Staff is recommending that the City move forward with the same vendor.

According to Section 3-3-205(C) of the Beverly Hills Municipal Code, which provides that "in lieu of the purchasing and bid procedures set forth in this article, the following alternative purchasing procedures may be used in the discretion of the purchasing agent for the purchase of supplies, equipment or services in excess of seven thousand five hundred dollars (\$7,500.00): C. Purchases of supplies, equipment or services where competitive bid procedures have already been utilized, such as purchases from federal, state or county governments, including, State of California agencies, counties, cities, joint power agencies, special districts, and nonprofit agencies whose main purpose is to assist cities or other public entities (i.e., League of California Cities, Independent Cities Association, etc.) and the supplies or equipment are supplied to the city at the same or better price, as was obtained through the competitive bid procedures of that entity."

The bid process completed by the City of Long Beach, however, did not include three LED part components needed by the City of Beverly Hills to complete its citywide replacement project. As such, the City requested quotes from 3 vendors for these parts. The three quotes received ranged from \$28,079 to \$30,324. Of these three quotes, vendor JAM Services, Inc. provided the lowest price at \$28,079. JAM Services, Inc. is a distributor of traffic light signals and street lighting devices throughout California and Nevada. They have worked with other municipalities such as San Jose, Modesto and most recently, Long Beach.

Staff recommends the approval of a Purchase Order in the amount not to exceed \$179,295 to JAM Services, Inc. for the purchase of traffic signal light replacement parts based on the prices received via the City of Long Beach bid process and the lowest quote received from the City for the remaining parts.

### **FISCAL IMPACT**

Funding is earmarked in the Capital Improvement Program "CIP" (Project 367: Install Traffic Signals and Intersection Improvements") in the FY15-16 budget to cover this expense.

  
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Approved By  
George Chavez

# **Attachment 1**

**TABLE 1: UNIT COSTS FOR LED TRAFFIC SIGNAL LIGHT PARTS RECEIVED VIA CITY OF LONG BEACH BID PROCESS**

JAM SERVICES, INC. MANUFACTURER - GE		JTB SUPPLY CO, INC. MANUFACTURER - DIALIGHT		TRASTAR, INC. MANUFACTURER - TRASTAR									
ITEM	DESCRIPTION	PRODUCT NO.	UNIT PRICE	QTY	EXT PRICE	PRODUCT NO.	UNIT PRICE	QTY	EXT PRICE	PRODUCT NO.	UNIT PRICE	QTY	EXT PRICE
1	12"/300mm Red Ball LED - Tinted	DR6-RTFB-VLA	\$ 22.00	865	\$ 19,030.00	433-1210-003XL	\$ 22.60	865	\$ 19,549.00	JTXC300-HFTR03	\$ 28.00	865	\$ 24,220.00
2	12"/300mm Yellow Ball LED - Tinted	DR6-4TFB-VLA	\$ 22.00	870	\$ 19,140.00	433-3230-901XL	\$ 23.65	870	\$ 20,575.50	JXC300-HFTY03	\$ 29.88	870	\$ 25,995.60
3	12"/300mm Green Ball LED - Tinted	DR6-GTFB-VLA	\$ 22.00	850	\$ 18,700.00	433-2220-001XL	\$ 23.65	850	\$ 20,102.50	JXC300-HFTG03	\$ 28.58	850	\$ 24,295.00
4	12"/300mm Red Arrow - Tinted	DR6-RTAAN-17A	\$ 25.75	75	\$ 1,931.25	432-1314-001XOD	\$ 27.95	75	\$ 2,096.25	JXJ300-07TR03	\$ 30.00	75	\$ 2,250.00
5	12"/300mm Yellow Arrow - Tinted	DR6-YTAAAN-17A-YX	\$ 28.35	140	\$ 3,969.00	431-3334-901XOD	\$ 25.80	140	\$ 3,612.00	JXJ300-07TY03	\$ 30.00	140	\$ 4,200.00
6	12"/300mm Green Arrow - Tinted	DR6-GTAAAN-17A	\$ 25.75	175	\$ 4,506.25	432-2324-001XOD	\$ 29.60	175	\$ 5,180.00	JXJ300-07TG03	\$ 39.00	175	\$ 6,825.00
7	8"/300mm Red Ball LED - Tinted	DR4-RTFB-VLA	\$ 22.10	110	\$ 2,431.00	433-1110-003XL	\$ 21.50	110	\$ 2,365.00	JXC200-HFR	\$ 27.00	110	\$ 2,970.00
8	8"/300mm Yellow Ball LED - Tinted	DR4-4TFB-VLA	\$ 22.10	115	\$ 2,541.50	433-3130-901XL	\$ 21.50	115	\$ 2,472.50	JXC200-HFY02	\$ 28.50	115	\$ 3,277.50
9	8"/300mm Green Ball LED - Tinted	DR4-GTFB-VLA	\$ 22.10	110	\$ 2,431.00	433-2120-001XL	\$ 21.50	110	\$ 2,365.00	JXC200-HFG	\$ 27.50	110	\$ 3,025.00
10	18x16 SBS Hand/Man LED - Uniform	P57-CFCI-26A	\$ 79.00	0	\$ -	430-6450-001X	\$ 100.00	0	\$ -	JXM-400VAIL	\$ 75.00	0	\$ -
11	18x16 Hand/Man LED Countdown - Uniform	P57-CFF1-27A	\$ 91.50	700	\$ 64,050.00	430-6479-001X	\$ 99.00	700	\$ 69,300.00	JXM-400VIEIL	\$ 109.00	700	\$ 76,300.00
SUBTOTAL					\$ 138,730.00				\$ 147,617.75				\$ 173,356.10
TAX					\$ 12,485.70				\$ 13,285.60				\$ 15,602.05
SHIPPING					INCLUDED				INCLUDED				INCLUDED
TOTAL					\$ 151,215.70				\$ 160,903.35				\$ 188,958.15

**TABLE 2: UNIT COSTS FOR TRAFFIC SIGNAL LIGHT PARTS NOT INCLUDED IN CITY OF LONG BEACH BID PROCESS**

JAM SERVICES, INC. MANUFACTURER - GE		NEXTECH SYSTEMS INC. MANUFACTURER - GE		LOGISTICAL ENTERPRISES MANUFACTURER - GE									
ITEM	DESCRIPTION	PRODUCT NO.	UNIT PRICE	QTY	EXT PRICE	PRODUCT NO.	UNIT PRICE	QTY	EXT PRICE	PRODUCT NO.	UNIT PRICE	QTY	EXT PRICE
12	Red PV LED	DR3-RCFB-01A	\$ 56.00	150	\$ 8,400.00	DR3-RCFB-01A	\$ 58.80	150	\$ 8,820.00	DR3-RCFB-01A	\$ 60.48	150	\$ 9,072.00
13	Yellow PV LED	DR3-YCFB-01A	\$ 56.00	150	\$ 8,400.00	DR3-YCFB-01A	\$ 58.80	150	\$ 8,820.00	DR3-YCFB-01A	\$ 60.48	150	\$ 9,072.00
14	Green PV LED	DR3-GCFB-01A	\$ 56.00	160	\$ 8,960.00	DR3-GCFB-01A	\$ 58.80	160	\$ 9,408.00	DR3-GCFB-01A	\$ 60.48	160	\$ 9,676.80
SUBTOTAL					\$ 25,760.00				\$ 27,048.00				\$ 27,820.80
TAX					\$ 2,318.40				\$ 2,434.32				\$ 2,503.87
SHIPPING					INCLUDED				INCLUDED				INCLUDED
TOTAL					\$ 28,078.40				\$ 29,482.32				\$ 30,324.67

**TABLE 3: CITY OF BEVERLY HILLS REPLACEMENT PROJECT COST SUMMARY**

ITEM	DESCRIPTION	PRODUCT NO.	UNIT PRICE	QTY	EXT. PRICE	QUANTITY	EXT. PRICE
1	12"/300mm Red Ball LED - Tinted	DR6-RTFB-VLA	\$ 22.00	865	\$ 19,030.00	865	\$ 19,030.00
2	12"/300mm Yellow Ball LED - Tinted	DR6-4TFB-VLA	\$ 22.00	870	\$ 19,140.00	870	\$ 19,140.00
3	12"/300mm Green Ball LED - Tinted	DR6-GTFB-VLA	\$ 22.00	850	\$ 18,700.00	850	\$ 18,700.00
4	12"/300mm Red Arrow - Tinted	DR6-RTAAN-17A	\$ 25.75	75	\$ 1,931.25	75	\$ 1,931.25
5	12"/300mm Yellow Arrow - Tinted	DR6-YTAAAN-17A-YX	\$ 28.35	140	\$ 3,969.00	140	\$ 3,969.00
6	12"/300mm Green Arrow - Tinted	DR6-GTAAAN-17A	\$ 25.75	175	\$ 4,506.25	175	\$ 4,506.25
7	8"/300mm Red Ball LED - Tinted	DR4-RTFB-VLA	\$ 22.10	110	\$ 2,431.00	110	\$ 2,431.00
8	8"/300mm Yellow Ball LED - Tinted	DR4-4TFB-VLA	\$ 22.10	115	\$ 2,541.50	115	\$ 2,541.50
9	8"/300mm Green Ball LED - Tinted	DR4-GTFB-VLA	\$ 22.10	110	\$ 2,431.00	110	\$ 2,431.00
10	18x16 SBS Hand/Man LED - Uniform	P57-CFCI-26A	\$ 79.00	0	\$ -	0	\$ -
11	18x16 Hand/Man LED Countdown - Uniform	P57-CFF1-27A	\$ 91.50	700	\$ 64,050.00	700	\$ 64,050.00
12	Red PV LED	DR3-RCFB-01A	\$ 56.00	150	\$ 8,400.00	150	\$ 8,400.00
13	Yellow PV LED	DR3-YCFB-01A	\$ 56.00	150	\$ 8,400.00	150	\$ 8,400.00
14	Green PV LED	DR3-GCFB-01A	\$ 56.00	160	\$ 8,960.00	160	\$ 8,960.00
SUBTOTAL					\$ 164,490.00		\$ 164,490.00
TAX (9%)					\$ 14,804.10		\$ 14,804.10
SHIPPING					INCLUDED		INCLUDED
TOTAL					\$ 179,294.10		\$ 179,294.10