

**Date:** December 14, 2009  
**To:** City Council  
**Through:** Bryan Raines, Deputy City Manager  
**From:** Edward Quedens, Business Services Director  
**Subject:** Term Contract for LED Modules for Pedestrian and Traffic Control Signals for the Materials and Supply Warehouse (Contract #2009182) "Citywide" contract

## Purpose and Recommendation

Council is requested to approve the LED Modules for Pedestrian and Traffic Control Signals as recommended. Bid pricing was obtained and evaluated by the Transportation Department, Materials and Supply and the Purchasing Divisions.

The Purchasing Division recommends awarding the contract to the lowest, responsible and responsive bidder, Leotek Electronics USA Corp. at \$288,234.94 annually, based on estimated requirements.

## Background/Discussion

This contract will provide LED modules for pedestrian signals and traffic signal lights for the Transportation Department, Traffic Signals group to perform on-going traffic signal maintenance. The bid specifications require the LED's to meet technical specifications per "Vehicle Traffic Control Signal Heads: Light Emitting Diode Vehicle Circular Traffic Signal Supplement" (VTCSH) and "Pedestrian Traffic Control Signal Indications" (PTCSI), as published by The Institute of Transportation Engineers. The vendor will provide LED modules and deliver to the specified Materials and Supply warehouse for use by the Traffic Signal group.

Staff checked the recommended vendor's references and product reliability with the Cities of Milwaukee and Wichita. City of Milwaukee has been using Leotek products since 2008; the failure rate is very low with some out of the box failures. Milwaukee commented that customer service is outstanding in all areas. City of Wichita has been using Leotek exclusively with approximately 11,000 units since September 2008; four failures have been experienced to date which includes two out of the box failures. Wichita commented that overall, they are very satisfied to date.

Thirty-seven (37) vendors were invited to bid, in addition to the standard advertising in the Arizona Republic, East Valley Tribune, Record Reporter and Bid Net. Twenty-one (21) vendors downloaded the bid from the Purchasing website. Seven (7) bids were received. One vendor submitted a "No Bid" response.

The initial term contract is valid for three (3) years with a one (1) two-year renewal possible. Any price increases are capped by the Producer Price Index (PPI).

**Alternatives**

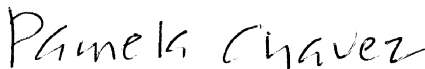
Council may choose not to award this contract and new bids will be obtained.

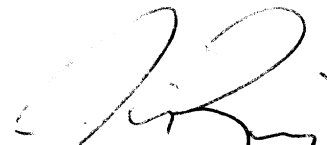
**Fiscal Impact**

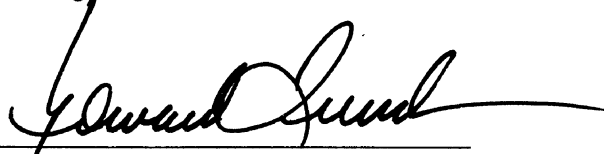
The total amount of \$288,234.94 is available in the Materials and Supply Division's budget.

**Coordinated With**

Business Services Department - Materials and Supply  
Transportation Department – Traffic Signals

  
\_\_\_\_\_  
Pamela Chavez,  
Management Assistant II

  
\_\_\_\_\_  
Jim Ruiz, CPPB  
Purchasing Administrator

  
\_\_\_\_\_  
Edward Quedens, CPPO, C.P.M.  
Business Services Director

  
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Bryan Raines,  
Deputy City Manager

**CITY OF MESA**  
**AWARD RECOMMENDATION**  
**LED MODULES FOR PEDESTRIAN AND TRAFFIC CONTROL SIGNALS**  
**REQUEST FOR BID #2009182**  
**Contract Valid through December 31, 2012**

**Leotek Electronics USA Corp.**  
**Santa Clara, CA**

Item No.	City Stock No.	Description	Unit Price	Est Qty	Bid Price
1	58164	12" Red Circular Indication Mfg/Part # Leotek TSL-12R-LX-IL3-A1	\$37.25	925 each	\$34,456.25
2	58165	12" Yellow Circular Indication Mfg/Part # Mfg/Part # Leotek TSL-12Y-LX-IL3-A1-C	\$53.50	925 each	\$49,487.50
3	58166	12" Green Circular Indication Mfg/Part # Leotek TSL-12G-LX-IL3-A1-C	\$43.00	925 each	\$39,775.00
4	58167	12" Red Arrow Indication Mfg/Part # Leotek TSL-12RA-LD-A1	\$34.30	230 each	\$7,889.00
5	58168	12" Yellow Arrow Indication Mfg/Part # Leotek TSL-12YA-LD-A1	\$39.00	340 each	\$13,260.00
6	58169	12" Green Arrow Indication Mfg/Part # Leotek TSL-12GA-LD-A1	\$45.00	340 each	\$15,300.00
7	58161	8" Red Circular Indication Mfg/Part # Leotek TSL-08R-LX-IL3--A1	\$29.00	110 each	\$3,190.00
8	85162	8" Yellow Circular Indication Mfg/Part # Leotek TSL-08Y-LX-IL3-A1	\$39.45	110 each	\$4,339.50
9	58163	8" Green Circular Indication Mfg/Part # Leotek TSL-08G-LX-IL3-A1	\$42.00	110 each	\$4,620.00
10	58215	16" X 18" Overlay Countdown Ped Module Mfg/Part # Leotek TSL-PED-16-CIL-9	\$132.00	725 each	\$95,700.00
11	58213	16X18A"Overlay Hand/Person Ped Module Mfg/Part # Leotek TSL-PED-16-DIL	\$72.15	50 each	\$3,607.50
12	58120	Module, LED, 5.5" Red for Programmable Signals Mfg/Part # Leotek T05R-A-6100	\$36.75	10 each	\$367.50
13	58122	Module, LED, 5.5" Yellow for Programmable Signals Mfg/Part #Leotek T05Y-A-6100	\$36.75	10 each	\$367.50
14	58124	Module, LED, 5.5" Green for Programmable Signals Mfg/Part # Leotek T05G-CA01	\$59.00	10 each	\$590.00

Sub-Total     \$272,949.75

5.6% Use Tax     \$15,285.19

**TOTAL     \$288,234.94**

"No Bid" Response received from:  
Crescent Electric Supply Co. – Phoenix, AZ

**November 2009 Bid Results:**

Leotek Electronics USA Corp. Santa Clara, CA	\$272,949.75 (Recommended)
Republic Intelligent Transportation Svcs. Mesa, AZ	\$278,860.00
Excellence Opto, Inc. Brea, CA	\$279,288.00
Brown Wholesale Electric Phoenix, AZ	\$298,058.75
Trastar, Inc. Richardson, TX	\$299,182.10
AM Signal, Inc. Littleton, CA	\$372,502.00
Phoenix Highway Products, Inc. Phoenix, AZ	\$399,479.50