



# City of Greensboro

Melvin Municipal  
Office Building  
300 W. Washington Street  
Greensboro, NC 27401

## Agenda Report

File Number: 2022-651

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### Agenda Item# I. 17.

**Agenda Date:** 6/21/2022. **Department:** Transportation

**Meeting Type:** Council Meeting **Category:** General Business Agenda

**Title:** 2022 – 651 Resolution Approving Sole Source Purchase of Retroreflective Traffic Sign Materials from 3M Inc. as Authorized by the Sole Source Exemption of G.S. 143-129 in the Amount Estimated at \$300,000

**Council Priority: Place an 'x' in the box.**

- Create an Environment to Promote Economic Development Opportunities and Job Creation
- Maintain Infrastructure and Provide Sustainable Growth Opportunities
- Promote Public Safety & Reduce Crime
- Exceptional Customer Service and a Diverse City Government Workforce
- Ensure Fiscal Stewardship, Transparency, & Accountability

**Council District:** All

**Public Hearing:** No

**Advertising Date/By:** N/A

**Contact 1 and Phone:** Hanna Cockburn, 336-373-2861

**Contact 2 and Phone:** Chris Spencer, 336-433-7218

### **PURPOSE:**

City council approval is requested for the sole source purchase of retroreflective traffic sign materials from 3M, Inc. as authorized under the Sole Source Exemption in G S 143.129.

### **BACKGROUND:**

City Council must approve any purchases made under the sole source exemption. The agreement with 3M Inc. is limited to retroreflective traffic sign materials for a term of three years, with authorization of the City Manager to renew the contract for up to two additional one-year terms with price adjustments.

G.S. 143-129 (e) (6) provides that formal bidding requirements do not apply when:

- Performance or price competition are not available;
- A needed product is available from only one source or supply; or

-Standardization or compatibility is the overriding consideration

Sole sourcing is necessary for this contract due to the performance, sole source and compatibility considerations as detailed below.

Performance

Retroreflective traffic signs are fabricated with various colors and sizes of retroreflective sheeting. These materials are essential to produce and maintain the 100,000 roadway signs installed across the City. One full-time staff person designs and fabricates signs and 6 full time staff maintain signs in the field. To meet the City's adopted replacement schedule, sign materials must maintain the required minimum reflectivity as set by the Federal Highway Administration in the Manual of Uniform Traffic Control Devices (MUTCD) for a minimum of ten years. 3M sheeting materials come with a 10 year warranty, supported by testing data.

Sole Source

3M is the only manufacturer that provides a warranty that meets the established performance criteria for all materials. Sheeting materials manufactured by other vendors cannot be used in combination with 3M materials or equipment because it voids the manufacturer's warranty.

Compatibility

Design and fabrication of signs require multiple sheeting materials, specialized calibrated equipment, and proprietary software provided by the manufacturer, 3M. The City already owns the required equipment and staff has been trained to operate it and the associated proprietary software. The introduction of sheet materials from other manufacturers would require a significant expenditure to purchase of additional hardware and software and retraining of staff.

**BUDGET IMPACT:**

Funds for this purchase are available in the Transportation Operating Budget. Annual expenditures are estimated to be \$300,000.

**ACCOUNT NUMBER:**

101-4515-04.5239

**RECOMMENDATION / ACTION REQUESTED:**

It is recommended by the Department of Transportation that the City Council approve the sole source purchase of retroreflective traffic sign materials from 3M, Inc. as authorized by the Sole Source Exemption of G. S. 143.129 for the term of three years, and further authorizes the City Manager to renew the contract for up to two additional, one-year terms with possible price adjustments consistent with the City's business needs and the purpose for which the contract was approved originally.