



City of Greensboro

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

Agenda Report

File Number: 2026-202

Agenda Item# I.1.

Agenda Date: 4/7/2026. **Department:** Transportation

Meeting Type: Council Meeting **Category:** Consent Agenda

Title: 2026-202 Resolution Authorizing Sole Source Purchase of Retroreflective Traffic Sign Materials from 3M Inc. as Authorized by the Sole Source Exemption of G.S. 143-129.

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

- | | |
|----------------------------------------------------------|----------------------------------------------------------------------------|
| <input checked="" type="checkbox"/> Safest City | <input type="checkbox"/> Most Skilled Workforce |
| <input type="checkbox"/> Easiest Place to Do Business | <input checked="" type="checkbox"/> Most Connected City |
| <input type="checkbox"/> Youth Sports Capital | <input type="checkbox"/> Hub of Recreation and Entertainment |
| <input type="checkbox"/> Abundance of Attainable Housing | <input type="checkbox"/> Other/Admin <u>Briefly Explain 3 word maximum</u> |

Council District: Citywide

Public Hearing: No

Advertising Date/By: N/A

Contact 1 and Phone: Hanna Cockburn, Ext. 2861

Contact 2 and Phone: Chris Spencer, Ext. 7218

PURPOSE:

A resolution is needed to authorize 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.

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, singular 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

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the City. Sign materials must maintain the required minimum reflectivity 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, documented with 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 have been trained to operate it and the associated proprietary software.

BUDGET IMPACT:

Funding for these materials is budgeted in the annual Transportation operating budget.

ACCOUNT NUMBER:

Funds are budgeted in Transportation General Fund account 101-45-4515004.

RECOMMENDATION / ACTION REQUESTED:

It is recommended that City Council approve the attached resolution authorizing the sole source purchase of retroreflective traffic sign materials from 3M, Inc. as authorized by the Sole Source Exemption of G.S. 143-129 consistent with the City's business needs and federal standards.