



AGENDA ITEM SUMMARY FORM

MEETING DATE: 06/12/2023

PREPARED BY: Amy J Mischak, HR Director/Purchasing Coordinator

AGENDA ITEM CONTENT: Electronic Message Board - Civic Center Complex

AGENDA ITEM SECTION: Bid Awards/Purchases

BUDGETED AMOUNT:

FUNDS REQUESTED: \$36,388

FUND: 101-265-987-000

EXECUTIVE SUMMARY:

Per the attached memo, to approved the purchase of an electronic message board from Spectrum Neon Company of Madison Heights, in the amount of \$36,388 with half paid up front immediate following Council approval. Funds shall be provided through the Oakland County Together Grant.

RECOMMENDATION:

DATE: June 5, 2023

TO: Melissa R. Marsh, City Manager

FROM: Amy J. Mischak, HR Director/Purchasing Coordinator

RE: Civic Center Complex Electronic Message Board

In August 2021, the City published Invitation to Bid (ITB 1051) soliciting pricing for replacement of the electronic message board at Civic Center Complex. The message board had reached the end of its useful life and the ability to change the message had become sporadic. The City received four bids ranging in price from \$42,594 - \$48,828, which was significantly higher than anticipated. Coupled with the fact that the Civic Center renovation project would potentially be underway in early 2022 and the landscape of Civic Center Complex would be undergoing significant changes, a no award was published for ITB 1051 notifying vendors that due to alterations in potential plans, the project was put on hold pending finalization of the Active Adult Center relocation to Civic Center Complex and renovations to City Hall, Library, and Civic Center Complex area.

The electronic message board has been non-functioning during the construction in Civic Center Complex. As we near the completion of the project, it was determined that the City would be able to utilize a portion of the \$250,000 Oakland County Together Grant to fund the replacement of the electronic sign.

With the grant funding secured, and given that the City had already solicited bids and received four qualified submittals, a request for updated pricing was sent to all four vendors who had previously submitted pricing. The sole vendor who responded with updated pricing was Spectrum Neon out of Madison Heights, which was also the low bid on the original ITB 1051. The City was pleased to discover that with changes in technology, a state of the art full color 10mm display was quoted at \$36,388 including removal of the existing sign, and installation of the new cabinet and sign. This is a savings of \$6,206 from the 2021 quoted pricing.

A representative from Spectrum, Kerry Kulas, brought a portable sample of the 10mm full color sign and provided a demonstration of its capabilities which far exceed the existing sign. The proposed sign includes potential for graphics, animated text and user friendly controls from any device with a connection to the internet.

Spectrum has requested that the City provide a down payment in order to secure pricing so that they can hold the product until the City provides notice that installation may begin – anticipated in June or July of this year. Therefore, we recommend that Council approve the award for the new electronic sign to Spectrum Neon of Madison Heights, with a total cost of \$36,388, and authorize the City to submit a down payment of half that amount (\$18,194) to secure pricing until installation can be completed.

Thank you for your consideration.



SPECTRUM NEON CO

SIGNS · LIGHTING

1280 Kempar, Madison Heights, MI 48071 Ph. 313 366 7333 www.spectrumneon.com

April 17th. 2023

To: City of Madison Heights

Re: Bid # MH1051 / Electronic Message Center

To whom it may concern,

We have some notes concerning this new revised bid.

We are proposing (2) Options for the message centers. The first will be for a THINKSIGN Extreme series full color 16mm pixel with an overall viewing size of 37" x 11'-6".

The 2nd. option will be for a THINKSIGN 10mm Allura series 10mm pixel with an overall viewing size of 38" x 9'-5". This is a greatly improved design having an all-aluminum modular construction and greatly improved LED diode that incorporates all 3 colors (Blue, Red, Green) into a single pixel. A full 5 year Material and Labor warranty is included.

NOTE: While the 10mm message center is physically smaller than the 16mm, the smaller pixel allows for far more flexibility in content design (When viewed from the road, more of a large TV screen).

We have a sample 10mm full color board we can bring onsite at your convenience to see first hand the construction and image quality as well as demonstrating the ease of the content software which is cloud based and can be accessed from any computer or cellphone. The cellular based communications come with a lifetime 4G broadband. Training online is very intuitive and quick to learn. One on one training online is available and customer support is 365 / 24 / 7. Spectrum Neon is in Madison Heights less than a mile from the project location. We have been a custom sign shop since 1978.

Thank you,

Kerry Kulas

Sales associate

REVISED PRICING SECTION – ADDENDUM #2**PRICING SECTION BID #MH1051 ELECTRONIC MESSAGE CENTER SIGN -**

Vendors are to submit bid for the replacement of the existing sign; see attached for measurements.

Item #	Description	Meets Specifications (y/n)	List Exceptions
	GENERAL SPECIFICATIONS		
1	16mm THINKSIGN EXTREME / OPTION 2 10mm THINKSIGN ALLURA / OPTION 4	YES	
2	Product is UL Listed & FCC Verified	YES	
3	LEDs have Copper Anode and Cathode Pins and Gold Anode Wires	YES	
4	Single Board to house LEDs and Drivers, protected with silicon	YES	
5	Thermostat controlled fan for every four (4) modules		
	LABOR COSTS	Unit Price Each	List Exceptions
6	Removal of Existing Signage	\$ 1,600.00	
7	Installation of New LED Signage	\$ 2,950.00	
	MONUMENT CABINET:		
8	Base Price for replacement sign with City Logo (see attached schematic AND addendum Q/A #2 for measurement requirements)	\$ 4,700.00	
	LED DISPLAY COLOR OPTIONS:		
9a	MONOCHROME NOT AVAILABLE	\$	
9b	Option 2 – Price for Full Color 16mm LED Display	\$ 28,680.00	37" X 11'-6"
9c	MONOCHROME NOT AVAILABLE	\$	
9d	OPTION - 4 / ALTERNATE SIZE 10MM FULL COLOR	\$ 27,138.00	38" X 9'-5"
	TRAINING/WARRANTY		
10	On Site Training	\$ WEB BASED	LIFETIME
11	5 Year Manufacturer Warranty	\$ INCLUDED	
12	Service Warranty (specify term: 5 year(s))	\$ INCLUDED	

ENERGY EFFICIENCY:

HOURS (10 YEARS)	TIMES COST PER KWH	TIME KW PER HOUR (BIDDER TO ENTER KW FACTOR)	EQUALS ENERGY COST
36,500	\$0.13	\$0.104/KWH	\$ \$ 1.41 PER DAY / OPTION 2
51,100	\$0.06		\$
Total:			\$ BASED ON OPTION SELECTED

PLEASE INCLUDE DETAILED DRAWING OF PROPOSED SIGN, INCLUDING PIXEL HEIGHT/WIDTH, BRIGHTNESS, AS WELL AS GRAPHICS CAPABILITIES OF SIGN AND ANY OTHER INFORMATION THAT MAY ASSIST THE CITY IN MAKING A SELECTION.

COMPANY SPECTRUM NEON COMPANYSIGNATURE  NAME/TITLE JOHN HADDAD / PRESIDENTADDRESS 1280 KEMPAR, MADISON HEIGHTS, MI 48071PHONE: (313) 366 7333 EMAIL: jhaddad@spectrumneon.comDATE: 04/17/23

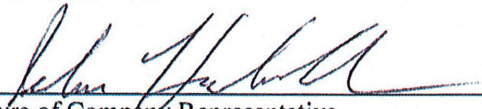
VII. Additional Extension Option - MITN:

The City of Madison Heights is a member of the Michigan Intergovernmental Trade Network (MITN) Purchasing Cooperative. If your company is awarded an item or a completed contract, the cooperative entities may wish to use this contract and will use a purchase order or contract for any or all of the item(s) awarded following minimum order/contract requirements set forth in the bid documents. Each entity will provide its own purchase order or contract and must be invoiced separately to the address on the purchase order/contract.

Currently, there are more than 100 agencies participating in the MITN Cooperative.

() If an award is made to SPECTRUM NEON CO.
(Company Name)

it is agreed that the contract will be extended to members of MITN Purchasing Cooperative under the same prices, terms, and conditions.



Signature of Company Representative

~OR~

() Our company _____ is NOT interested in extending this contract.
(Company Name)

Signature of Company Representative

(For more information on the MITN cooperative, including a list of participating agencies, please go to www.MITN.info.)

VIII. CITY OF MADISON HEIGHTS
QUALIFICATION QUESTIONNAIRE

Failure to completely fill out this form or failure to supply adequate information could result in disqualification of bidder.

Name of Bidder: SPECTRUM NEON COMPANY

Address of Bidder: 1280 KEMPAL, MADISON HGTS, MI 48071

Type of Business Entity: SOLE PROPRIETOR
(Example: Corporation, Partnership, etc.)

How Long Established: SINCE 1978

Names and Addresses of
All Principals of Bidder: JOHN HADDAD

1280 KEMPAL, MADISON HEIGHTS, MI 48071

1. List all other Corporations, Partnerships, Assumed Names, and/or Businesses in which the above listed principals have an interest in any way, including but not limited to, ownership stockholder, employment, principal, officer or other business relationship.

N/A

2. List 3 current references from municipalities or public agencies familiar with the work performed by the Bidder and list the name, addresses and telephone number of a contact person.

~~PROPERTY REPAIR AGENCIES~~

SEE ATTACHED

3. List 3 current references from private or non-public sources familiar with the work performed by the Bidder and list the name, address and telephone number of a contact person.

SEE ATTACHED

4. List the names and address of all subcontractors the Bidder proposes to use on the project.

MA

The undersigned verifies that the information contained herein is truthful and accurate and acknowledge that they are owners or agents of the Bidder.

[Signature]
Bidder's or Authorized
Representative's Signature

PRESIDENT
Title of Signatory

JOHN HADDAD
Bidder's Printed Name

Dated: 08/25/21

Subscribed and sworn to before me on
This 25 day of AUG, 2021.

[Signature]
KERRY KULAS Notary Public
MACOMB County, Michigan



NON-COLLUSION AFFIDAVIT

Return this completed form with your sealed bid.

JOHN HADDAD being duly sworn deposes and says:

That ~~he~~ she is PRESIDENT
(state official capacity in firm)

The party making the foregoing proposal or bid, that such bid is genuine and not collusion or sham; that said bidder has not colluded, conspired, connived, or agreed, directly or indirectly, with any bidder or person, to put in a sham bid or to refrain from bidding and has not in any manner, directly or indirectly, sought by agreement or collusion, or communication or conference, with any person, to fix the bid price of affiant or any other bidder, or to fix any overhead, profit, or cost element of said bid price or that of any other bidder, or to secure the advantage against the City of Madison Heights or any person interested in the proposed contract; and that all statements contained in said proposal or bid are true.

[Signature]
(Signature of person submitting bid)

Subscribed and sworn this 25 day of AUG, 2021 before me, a Notary Public in and for said County.

[Signature]
Notary Public

My Commission Expires:

07/18/27



OPTION 4 ON BID SHEET



REVISED PRICING SECTION – ADDENDUM #2**PRICING SECTION BID #MH1051 ELECTRONIC MESSAGE CENTER SIGN -**

Vendors are to submit bid for the replacement of the existing sign; see attached for measurements.

Item #	Description	Meets Specifications (y/n)	List Exceptions
	GENERAL SPECIFICATIONS		
1	ThinkSIGN Extreme Series Model (or note alternate/equal such as Electro-Matic or Watchfire in exceptions)	YES	ELECTRO-MATIC
2	Product is UL Listed & FCC Verified	YES	
3	LEDs have Copper Anode and Cathode Pins and Gold Anode Wires	YES	
4	Single Board to house LEDs and Drivers, protected with silicon	EXCEEDS	ELECTRO-MATIC
5	Thermostat controlled fan for every four (4) modules	EXCEEDS	ELECTRO-MATIC
	LABOR COSTS	Unit Price Each	List Exceptions
6	Removal of Existing Signage	\$ 1,100.00	
7	Installation of New LED Signage	\$ 2,500.00	
	MONUMENT CABINET:		
8	Base Price for replacement sign with City Logo (see attached schematic AND addendum Q/A #2 for measurement requirements)	\$ 4,200.00	
	LED DISPLAY COLOR OPTIONS:		
9a	Option 1 – Price for Monochrome 16mm LED Display	\$ 22,096.00	
9b	Option 2 – Price for Full Color 16mm LED Display	\$ 25,240.00	
9c	Option 3 – Price for Monochrome 10/11mm LED Display	\$ N/A	
9d	Option 4 – Price for Full Color 11mm LED Display	\$ 34,794.00	
	TRAINING/WARRANTY		
10	On Site Training	\$ INCL.	
11	5 Year Manufacturer Warranty	\$ INCL.	
12	Service Warranty (specify term: FIVE year(s))	\$ INCL.	

ENERGY EFFICIENCY:

<u>HOURS</u> <u>(10 YEARS)</u>	<u>TIMES COST PER KWH</u>	<u>TIME KW PER HOUR</u> <u>(BIDDER TO ENTER</u> <u>KW FACTOR)</u>	<u>EQUALS ENERGY</u> <u>COST</u>
36,500	\$0.13	SEE ATTACHED	\$
51,100	\$0.06	SEE ATTACHED	\$
Total:	* BASED ON EMC OPTION SELECTED		\$

PLEASE INCLUDE DETAILED DRAWING OF PROPOSED SIGN, INCLUDING PIXEL HEIGHT/WIDTH, BRIGHTNESS, AS WELL AS GRAPHICS CAPABILITIES OF SIGN AND ANY OTHER INFORMATION THAT MAY ASSIST THE CITY IN MAKING A SELECTION.

COMPANY **SPECTRUM NEON COMPANY**SIGNATURE  NAME/ TITLE **JOHN HADDAD / PRESIDENT**ADDRESS **1280 KEMPAR, MADISON HEIGHTS, MI 48071**PHONE: **313 366 7333**EMAIL **jhaddad@spectrumneon.com**DATE: **08/25/2021**