



## METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

February 12, 2019

Donnie Crider  
G & C Supply Co., Inc.  
P.O. Drawer 459  
Atwood, TN 38220  
Re: **RFQ # 1037680, Construction and Maintenance Signs**

Dear Mr. Crider:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1037680 for Construction and Maintenance Signs. This letter hereby notifies you of Metro's intent to award to G & C Supply Co., Inc., contingent upon successful contract negotiations. Please provide a certificate of Insurance indicating all applicable coverages within 15 business days of the receipt of this letter.

If the Procurement Nondiscrimination Program requirements were a part of this solicitation, the awardee must forward a signed copy of the "Letter of Intent to Perform as Subcontractor/Subconsultant/Supplier/Joint Venture" for any minority/women-owned business enterprises included in the response to the Business Assistance Office within two business days from this notification.

Additionally the awardee will be required to submit evidence of participation of and contractor's payment to all Small, Minority, and Women Owned Businesses participation in any resultant contract. This evidence shall be submitted monthly and include copies of subcontracts or purchase orders, the Prime Contractor's Application for Payment, or invoices, and cancelled checks or other supporting payment documents. Should you have any questions concerning this requirement, please contact Jeremy Frye, BAO Representative, at 615-862-6638 or at [Jeremy.Frye@nashville.gov](mailto:Jeremy.Frye@nashville.gov).

Depending on the file sizes, the responses to the procurement solicitation and supporting award documentation can be made available either by email, CD for pickup, or in person for inspection. If you desire to receive or review the documentation or have any questions, please contact Matt Taylor by email at [Matthew.Taylor@nashville.gov](mailto:Matthew.Taylor@nashville.gov) Monday through Friday between 8:30am and 3:30pm.

Thank you for participating in Metro's competitive procurement process.

Sincerely,

A handwritten signature in blue ink that reads "Michelle A. Hernandez Lane".

Michelle A. Hernandez Lane  
Purchasing Agent

Cc: Solicitation File, Other Offerors

**Pursuant to M.C.L. 4.36.010 Authority to resolve protested solicitations and awards.**

**A. Right to Protest.** Any actual or prospective bidder, offeror or contractor who is aggrieved in connection with the solicitation or award of a contract may protest to the Purchasing Agent. The protest shall be submitted in writing within ten (10) days after such aggrieved person knows or should have known of the facts giving rise thereto.

Procurement Division

730 Second Avenue South, Suite 112  
P.O. Box 196300  
Nashville, Tennessee 37219-6300

[www.Nashville.gov](http://www.Nashville.gov)  
Phone: 615-862-6180  
Fax: 615-862-6179



## METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

February 12, 2019

Robbie Jenks  
Osburn Associates, Inc.  
PO Box 912  
Logan, OH 43138  
Re: **RFQ # 1037680, Construction and Maintenance Signs**

Dear Mr. Jenks:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1037680 for Construction and Maintenance Signs. This letter hereby notifies you of Metro's intent to award to Osburn Associates, Inc., contingent upon successful contract negotiations. Please provide a certificate of Insurance indicating all applicable coverages within 15 business days of the receipt of this letter.

If the Procurement Nondiscrimination Program requirements were a part of this solicitation, the awardee must forward a signed copy of the "Letter of Intent to Perform as Subcontractor/Subconsultant/Supplier/Joint Venture" for any minority/women-owned business enterprises included in the response to the Business Assistance Office within two business days from this notification.

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## METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

February 12, 2019

David Beviacqua  
Vulcan Signs  
PO BOX 1850  
Foley, AL 36536

Re: **RFQ # 1037680, Construction and Maintenance Signs**

Dear Mr. Beviacqua:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1037680 for Construction and Maintenance Signs. This letter hereby notifies you of Metro's intent to award to Vulcan Signs, contingent upon successful contract negotiations. Please provide a certificate of Insurance indicating all applicable coverages within 15 business days of the receipt of this letter.

If the Procurement Nondiscrimination Program requirements were a part of this solicitation, the awardee must forward a signed copy of the "Letter of Intent to Perform as Subcontractor/Subconsultant/Supplier/Joint Venture" for any minority/women-owned business enterprises included in the response to the Business Assistance Office within two business days from this notification.

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## METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

February 12, 2019

Matthew Leibel  
3M Company - Traffic Safety Systems  
2807 Paysphere Circle  
Chicago, IL 60674  
Re: **RFQ # 1037680, Construction and Maintenance Signs**

Dear Mr. Leibel:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1037680 for Construction and Maintenance Signs. This letter hereby notifies you of Metro's intent to award to 3M Company - Traffic Safety Systems, contingent upon successful contract negotiations. Please provide a certificate of Insurance indicating all applicable coverages within 15 business days of the receipt of this letter.

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Michelle A. Hernandez Lane  
Purchasing Agent

Cc: Solicitation File, Other Offerors

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Enter Solicitation Title & Number Below						
Construction and Maintenance Signs; RFQ# 1037680	Min. SBE/SDV Participation	Incentive Percentage	Incentive Calculator	Lowest Bid	MACP	Winning Bid
	0.0%	10.00%	90.00%	\$11,733.74	\$12,907.11	\$11,733.74
Offeror's Name	Bids	SBE	Participation Requirement	Participation Incentive	Incentive Evaluation Amount	Status of ITB Award
<b>G &amp; C Supply Co., Inc</b> - Line Items Awarded are: 39, 47-48, 65, 93, 112, 138, 167-171, 183-184, 188-190, and 213.	\$11,733.74	\$0.00	\$0	\$0	\$11,733.74	Awarded
<b>Osburn Associates, Inc</b> - Line Items Awarded are: 67, 77-78, 99, 185, 192, 288-293, and 306-308.	\$58,235.29	\$0.00	\$0	\$0	\$58,235.29	Awarded
<b>Vulcan Signs</b> - Line Items Awarded are: 1-38, 40-46, 49-64, 66, 68-76, 79-92, 94-98, 100-111, 113-137, 139-166, 172-182, 186-187, 191, and 193-196.	\$71,767.75	\$0.00	\$0	\$0	\$71,767.75	Awarded
<b>3M Company - Traffic Safety Systems</b> - Line Items Awarded are: 197-212, 214-287, and 294-305.	\$477,393.75	\$0.00	\$0	\$0	\$477,393.75	Awarded

**From:** [Lane, Michelle \(Finance - Procurement\)](#)  
**To:** [Frye, Jeremy \(Finance\)](#); [Taylor, Matthew \(Finance - Purchasing\)](#)  
**Subject:** RE: RFQ# 1037680 Construction and Maintenance Signs  
**Date:** Friday, October 5, 2018 8:51:07 AM

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I concur. Please notify all vendors that the requirement has been removed.

Michelle A. Hernandez Lane  
Chief Procurement Officer/Purchasing Agent  
Department of Finance  
Procurement Division  
Metropolitan Nashville Davidson County  
730 2<sup>nd</sup> Avenue South, Ste. 101  
Nashville, TN 37201  
Office- 615.862.5471

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**From:** Frye, Jeremy (Finance)  
**Sent:** Thursday, October 04, 2018 10:59 AM  
**To:** Taylor, Matthew (Finance - Purchasing); Lane, Michelle (Finance - Procurement)  
**Subject:** RE: RFQ# 1037680 Construction and Maintenance Signs

After reviewing previous contracts and the availability of SBE/SDVs that are under commodity 55120000. I would suggest removing the 10% SBE/SDV requirement.

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**From:** Taylor, Matthew (Finance - Purchasing)  
**Sent:** Monday, October 1, 2018 11:11 AM  
**To:** Lane, Michelle (Finance - Procurement)  
**Cc:** Frye, Jeremy (Finance)  
**Subject:** RFQ# 1037680 Construction and Maintenance Signs

Michelle,

Four responses were received for RFQ# 1037680 Construction and Maintenance Signs (3M Company - Traffic Safety Systems, G & C Supply Co., Inc., Osburn Associates, Inc, and Vulcan Signs). Upon completing the preliminary review process for RFQ# 1037680 Construction and Maintenance Signs, I noticed that all 4 vendors did not have any SBE/SDV participation for the 10% SBE/SDV requirement over the life of the contract. PNP was relieved and the SBE/SDV was reduced to 10% (see attached). I have provided below the responses I received concerning SBE/SDV participation from all 4 vendors. Please advise on how you want me to proceed. Thanks.

### **3M Company - Traffic Safety Systems**

#### **Response:**

3M acknowledges participation expectations of SBE/SDV. However, 3M is strongly committed to business participation opportunities for SBE/SDV businesses. The scope of this contract is the

provision of goods. As 3M is the manufacturer of these goods, there are no subcontracting opportunities and thus, 3M will not be using any subcontractors in the performance of this contract.

**G & C Supply Co., Inc.**

**Response:**

n/a

**Osburn Associates, Inc**

**Response:**

Acknowledged SBE/SDV participation with a response of "Yes" but no participation.

**Vulcan Signs**

**Response:**

Due to Vulcan's production practices, all work on this contract is to be performed in-house.

Matt Taylor  
Procurement Officer 2  
Department of Finance  
Procurement Division  
Metropolitan Nashville Davidson County  
730 2nd Avenue South, Ste. 101  
Nashville, TN 37201  
Office- 615.862.6670