City Council – Action Request Form

Date: December 14, 2020

To: Mayor, Mayor Pro Tempore, and Members of the City Council

Tasha Logan Ford, Assistant City Manager

From: Catrina Thompson, Chief of Police

Jerry Bates, Purchasing Director

Council Action Requested:

Resolution Awarding a contract for the purchase of Vehicle Lighting and Internal Equipment

Strategic Focus Area: Service Excellence

Strategic Objective: Ensure Service Delivery Efficiency and Effectiveness

Strategic Plan Action Item: No

Key Work Item: No



Summary of Information:

On October 21, 2020, bids were received for the purchase of vehicle lighting and internal equipment to upfit Ford Interceptor police vehicles for the Winston-Salem Police Department (WSPD). The bid specifications required unit pricing for the lighting package, K9 Kennel package, and internal equipment package. The bid results received follows:

	City/State	Total Bid
Batteries of NC, LLC	Angier, NC Stafford, TX	\$358,577.88
PKJ International, LLC	Stafford, TX	699,699.00
Ilderton Conversion Co.		
dba Ilderton Emergency Lighting	High Point, NC	198,122.94
West Chatham Warning Devices, Inc.	Savannah, GA	199,482.41
B&G Electronics & Communications, Inc.	Dover, NC	27,481.45

Batteries of NC, LLC and PKJ International, LLC submitted complete bids for all items and Ilderton Emergency Lighting, West Chatham Warning Devices, Inc., and B & G Warning Devices, Inc. submitted partial bids. The bid submitted by Batteries of NC, LLC offered the lowest cost for the lighting and internal equipment packages and West Chatham Warning Devices, Inc. submitted the lowest bid of \$18,975.95 for the K9 Kennel package compared to \$19,642.80 submitted Batteries of NC, LLC, a cost difference of \$666.85. WSPD requests the K9 Kennel package, be purchased from Batteries of NC, LLC, to avoid receiving items to complete the upfit from two sources, to avoid confusion when dealing with two vendors in reference to warranties, providing services when needed, and to reduce shipping cost.

Committee Action:			
Committee	Finance 12/14/2020	Action	Approval
For	Unanimous	Against	
Remarks:			

It is recommended that a contract be awarded to Batteries of NC, LLC for the purchase of vehicle lighting and internal equipment per bid specifications to upfit Ford Interceptor police vehicles for WSPD, in the estimated amount of \$358,577.88.

The City's FY 2020-21 capital equipment budget includes sufficient funding for this purchase and will be financed through the North Carolina Municipal Leasing Corporation.

M/WBE comment: This bid was advertised on the City's website. Notifications were sent to 11 businesses that supply this equipment. Batteries of NC, LLC. is a woman owned business. See Exhibit A for a complete list of businesses notified of this bid and workforce demographics.