



June 24, 2019

Council Meeting of July 2, 2019

Subject: Bid Award – Hydrant Painting

The Honorable Mayor  
and  
Members of the City Council

Ladies and Gentlemen:

Bids were received on June 20, 2019 for a two year fire hydrant painting contract. Three bids were received, they are:

- Frank Crews Painting & Sandblasting, LLC of Muskegon, MI \$81,900
- Giant Maintenance & Restoration, Inc. of Mundelein, IL \$89,600
- K & A Commercial & Industrial Painting of Cedar Springs, MI \$280,000

The bids were reviewed and it was determined that all three are in order and meet City specifications.

It is recommended that Council consider awarding the contract for hydrant painting to Frank Crews Painting & Sandblasting LLC, of Muskegon, MI, in the amount of \$40,950 per year for a period of two years. Funds in the amount of \$47,000 are appropriated in the FY-2020 budget from the Water Fund and \$40,950 will be requested in the FY-2021 budget from the Water Fund for this work.

Adoption of the attached resolution will award the contract for hydrant painting to the low bidder, Frank Crews Painting & Sandblasting LLC, of Muskegon, MI, for a cost of \$40,950 per year for a total cost \$81,900 for the two year period.

Respectfully submitted,

Mark C. Meyers  
City Administrator

GAB/sr

Administration/City Clerk (231) 798-4391	Assessing Division (231) 799-6806	Building Division (231) 799-6801	Finance/Treasurer (231) 799-6805	Fire Prevention (231) 799-6809	Fire Department (231) 798-2255
Parks/Recreation (231) 799-6802	Planning/Zoning (231) 799-6800	Police Department (231) 733-2691	Public Works (231) 799-6803	Streets Division (231) 798-2156	Water/Sewer (231) 799-6804

## RESOLUTION

WHEREAS, bids were received for the painting of fire hydrants, and

WHEREAS, the bids received were found to be in order and meet City specifications,

NOW, THEREFORE, BE IT RESOLVED that the bid for fire hydrant painting is hereby awarded to the low bidder, Frank Crews Painting & Sandblasting LLC, of Muskegon, MI, in the amount of \$40,950 per year for a total cost of \$81,900 for the two year period.

At a regular meeting of the City Council of the City of Norton Shores, held at the Norton Shores Branch Library, 705 Seminole Road, on the 2<sup>nd</sup> day of July 2019, the foregoing resolution was moved for adoption by Council Member. The motion was supported by Council Member.

Ayes:

Nays:

Resolution declared adopted/denied.

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Shelly Stibitz, City Clerk



## Internal Memo

Date: June 24, 2019

To: Jerry Bartoszek – Public Works Director

From: Matt Anderson – Water & Sewer Superintendent 

CC: Scott Houghtaling – Water & Sewer Supervisor  
Tara Smith – Water & Sewer Administrative Assistant

Subject: 2019/2020 Fire Hydrant Painting Bid

As you are aware, bids for the Fire Hydrant Painting Program were opened June 20, 2019. A bid tabulation is attached. The City received three bids, two from Michigan and one from Illinois. The lowest bid came from Frank Crews Painting & Sandblasting, LLC of Muskegon, MI at \$40,950 per year with a grand total \$81,900 for a two-year contract. The bid package was sent out to 4 companies.

The bids were reviewed and determined that all have meet the required bid specifications. The amount of \$47,000 has been budgeted for this service in the FY-2020 budget from the Water Fund. The amount of \$40,950 will be budgeted in the FY-2021 Water Fund to complete this Contract. This project will be completed over two fiscal years.

It is my recommendation that the City Council award the 2019/2020 Fire Hydrant Painting Program bid to Frank Crews Painting & Sandblasting of Muskegon, MI in the amount of \$81,900.

If you have any questions regarding this bid recommendation, please contact me.

Attachment – Bid Tab

**City of Norton Shores**  
**2019/2020 Fire Hydrant Painting**  
 Bid Tab: 6/20/19

**Frank Crews Painting & Sandblasting of Muskegon, MI**

Item Number	Quantity	Description	Per Unit	Total
Calendar Year 2019	350	Sandblast and paint hydrant as outlined in specifications	\$117.00	\$40,950.00
Calendar Year 2020	350	Sandblast and paint hydrant as outlined in specifications	\$117.00	\$40,950.00

**FY-19 Bid Award**

Per Unit	Total
\$108.00	\$37,800.00

**Bid total: \$81,900.00**

**Giant Maintenance & Restoration of Mundelein, IL**

Item Number	Quantity	Description	Per Unit	Total
Calendar Year 2019	350	Sandblast and paint hydrant as outlined in specifications	\$128.00	\$44,800.00
Calendar Year 2020	350	Sandblast and paint hydrant as outlined in specifications	\$128.00	\$44,800.00

**Bid total: \$89,600.00**

**K&A Commercial & Industrial Painting of Cedar Springs, MI**

Item Number	Quantity	Description	Per Unit	Total
Calendar Year 2019	350	Sandblast and paint hydrant as outlined in specifications	\$400.00	\$140,000.00
Calendar Year 2020	350	Sandblast and paint hydrant as outlined in specifications	\$400.00	\$140,000.00

**Bid total: \$280,000.00**



June 17, 2019

Attn: City Council & Mayor  
City of Norton Shores  
4814 Henry Street  
Norton Shores, MI 49441

Dear City Council & Mayor of Norton Shores:

This entire rebidding situation begs the question – Had Giant forgotten the required bid bond would we have been given the same courtesy that you gave the other bidder, even though our price was higher? The other issue, in my opinion more egregious, is the fact that the city council released the bid tabs from a rejected bid process. We would like someone to please explain how releasing the bid tabs on a bid that was rejected is in any way fair to any contractors that provided a closed bid; giving any other contractors an unfair advantage of knowing their competitor's pricing.

In 30 years of business, we have never seen bid tabs released from a rejected bid process to other contractors; giving them the unfair advantage of knowing how low to price in order to have a greater opportunity to secure the bid. Especially, in the case that a contractor did not complete or meet the requirements set forth in the bid packet.

We are resubmitting our bid at the City Council & Mayor's request. Our bid price remains the same as our previous bid this year. Giant will not take advantage of this unfair bid processing even though the City Council provided us with the unfair advantage to cutthroat our competitors price. As you know, Giant has been working with municipalities for 30 years and specializes in fire hydrant painting. We painted your hydrants last year and after reviewing and 2019/2020 bid packet and knowing exactly what is expected from our crews; we feel our price is a fair price and we were anticipating coming back this year for a two-year contract.

In closing, may I request that City Council and Mayor to ask themselves this?

If your child came home from school receiving 100% on a test he studied hard for and then was told that the other children forgot to answer or didn't bother to answer a few questions on the test; and the teacher is going to throw away your child's perfect score & give the other children that didn't study or bother to answer the test questions your child's correct answers so they can better their chances of a higher grade without putting in the work...how would you react to that unfair practice? More importantly, what message is that teaching your child? Is that the message the City Council and Mayor want to send out to the city employees, basically telling them that their professional opinion doesn't matter?

Enclosed you will find the information requested in your bid packet. If you have any questions, please call me.

Sincerely,

Mark Giarrante  
President

Enclosures