



## METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

3/11/2021 | 9:37 AM CST

Craig Carrow  
Southern Lighting & Traffic Systems  
113 Industrial Park Dr  
Cumming, GA 30040

Re: **RFQ# 98158, Traffic and Pedestrian Signal Equipment**

Dear Mr. Carrow:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ# 98158, Traffic and Pedestrian Signal Equipment. This letter hereby notifies you of Metro's intent to award to **Southern Lighting & Traffic Systems**, for the following brands: Campbell, Component Products Inc, Econolite, Intuicom, Reno, Southern Manufacturing, Stresscrete/King Luminaire, Tapco, Traffic Signs Inc, Union Metal and Wilcox, 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 Equal Business Opportunity (EBO) 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 **Christopher Wood**, BAO Representative, at [Christopher.wood@nashville.gov](mailto:Christopher.wood@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 Buyer **Marissa Conklin** by email at [Marissa.conklin@nashville.gov](mailto:Marissa.conklin@nashville.gov) Monday through Friday between 8:30am and 3:30pm.

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

Sincerely,

*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

Bid Tab for RFQ# 98158 Traffic and Pedestrian Signal Equipment								
Item	Brands	Control Technologies, Inc	General Traffic Equipment Corp	ITS Plus, Inc	Southern Lighting & Traffic Systems	Temple Inc	Transportation Control Systems, Inc	Wavetronix LLC
1	ALDIS	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
2	CAMPBELL	0.00%	0.00%	0.00%	15.00%	0.00%	0.00%	0.00%
3	CLARIA	0.00%	0.00%	0.00%	0.00%	15.00%	0.00%	0.00%
4	COMPONENT PRODUCTS INC	23.00%	25.00%	0.00%	25.00%	0.00%	25.00%	0.00%
5	ECONOLITE	0.00%	0.00%	0.00%	25.00%	0.00%	0.00%	0.00%
6	EDCO	15.00%	0.00%	0.00%	15.00%	15.00%	25.00%	0.00%
7	EDI	21.00%	0.00%	0.00%	0.00%	21.00%	21.00%	0.00%
8	ELTEC	0.00%	0.00%	0.00%	0.00%	0.00%	12.00%	0.00%
9	ENCOM	0.00%	0.00%	0.00%	0.00%	0.00%	25.00%	0.00%
10	EQI	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
11	ETHERWAN	0.00%	0.00%	0.00%	15.00%	0.00%	25.00%	0.00%
12	FLEER	10.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
13	GDI	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
14	GE	0.00%	50.00%	0.00%	40.00%	0.00%	76.00%	0.00%
15	HESCO	0.00%	0.00%	0.00%	0.00%	5.00%	20.00%	0.00%
16	IFS	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
17	INTUICOM	0.00%	0.00%	0.00%	15.00%	0.00%	0.00%	0.00%
18	ITERIS	0.00%	0.00%	0.00%	0.00%	10.00%	0.00%	0.00%
19	ITS PLUS	0.00%	0.00%	15.00%	0.00%	0.00%	20.00%	0.00%
20	MCCAIN	35.00%	0.00%	0.00%	0.00%	0.00%	35.00%	0.00%
21	MIGMA	0.00%	0.00%	0.00%	0.00%	0.00%	10.00%	0.00%
22	MOOG	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
23	MYERS	0.00%	0.00%	0.00%	0.00%	0.00%	6.50%	0.00%
24	NOVAX	0.00%	0.00%	0.00%	0.00%	0.00%	5.00%	0.00%
25	OPTICOM	0.00%	0.00%	0.00%	0.00%	0.00%	3.00%	0.00%
26	PDC	26.00%	0.00%	0.00%	0.00%	17.00%	20.00%	0.00%
27	PEEK	0.00%	40.00%	0.00%	0.00%	0.00%	0.00%	0.00%
28	PELCO	16.00%	0.00%	0.00%	16.00%	16.00%	25.00%	0.00%
29	PELCO	16.00%	0.00%	0.00%	16.00%	16.00%	25.00%	0.00%
30	PERMABAND	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
31	POLARA	0.00%	0.00%	0.00%	0.00%	10.00%	0.00%	0.00%
32	RENO	0.00%	0.00%	0.00%	25.00%	0.00%	0.00%	0.00%
33	SMARTEK	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
34	SONEM	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
35	SOUTHERN MANUFACTURING	15.00%	0.00%	0.00%	15.00%	0.00%	0.00%	0.00%
36	STRESSCRETE/KING LUMINAIRE	0.00%	0.00%	0.00%	20.00%	0.00%	0.00%	0.00%
37	TAPCO	0.00%	0.00%	0.00%	15.00%	0.00%	0.00%	0.00%
38	TRAFFIC SIGNS INC	0.00%	0.00%	0.00%	20.00%	0.00%	0.00%	0.00%
39	TRAFFIC SYSTEMS LLC	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
40	TRANSPORTATION CONTROL SYSTEM	0.00%	0.00%	0.00%	0.00%	0.00%	35.00%	0.00%
41	TRASTAR(DURALIGHT)	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
42	UNION METAL	0.00%	0.00%	0.00%	15.00%	0.00%	0.00%	0.00%
43	VALMONT	0.00%	0.00%	0.00%	0.00%	0.00%	15.00%	0.00%
44	WAVETRONIX	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	20.00%
45	WILCOX	0.00%	0.00%	0.00%	20.00%	0.00%	0.00%	0.00%
46	TRAFFICWARE / NAZTEC	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
47	UPS STEALTH	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
48	GTE ( General Traffic Equipment )	0.00%	50.00%	0.00%	0.00%	0.00%	0.00%	0.00%
49	MICROHARD	0.00%	0.00%	0.00%	0.00%	0.00%	15.00%	0.00%

LEGEND
Low Bids
Tie Bids
No Bids

Item	Brand	Method Used to Break Tie
4	COMPONENT PRODUCTS INC	Closest to point of delivery per R4.12.030.15.2.b
7	EDI	Closest to point of delivery per R4.12.030.15.2.b
20	MCCAIN	Closest to point of delivery per R4.12.030.15.2.b
35	SOUTHERN MANUFACTURING	Closest to point of delivery per R4.12.030.15.2.b