

MEMORANDUM

DATE: December 15, 2021

TO: Mayor & City Council
CC: Mercy Rushing, City Manager

FROM: David Madsen

SUBJECT: **Council Meeting Agenda Item:**

Background Information: The city staff opened sealed bids for a new communications tower on November 30, 2021 at 3:00pm. Five bid packets were sent out by mail and two were sent by email upon request from two tower companies but only two were received. The bid tabulations are attached.

Recommendation: The staff recommends that the bid be awarded to Inter-County Communications.

Final Disposition:

The City of Mineola advertised for bids for a 280 ft. guyed communications. The bid solicitation was advertised in the Wood County Monitor starting on October 13, 2021 and ran for two weeks. Bid packages were mailed to five different companies.

Cross Point Communications
Brian Folden
105 Marina Dr.
Bullard, TX 75757

Inter-County Communications
Leo Dressler
222 Linda Dr.
Sulphur Springs, TX 75482

Shreveport Communications
933 Stoner Ave.
Shreveport, LA 71101

Continental Wireless Inc.
10455 Vista Park Rd.
Dallas, TX 75238

Bear Com
4009 Distribution Dr. #200
Garland, TX 75041

Two bid packages were emailed upon request.

Precision Tower
506 Industrial Park Road
Grove, OK 74344

Allstate Tower Inc.
PO Box 25
Henderson, KY 42419

Sealed bids were opened at 3:00 pm on November 30, 2021. We received bids from Inter-County Communications and All State Tower. No other bids were received. We opened bids in the order they were received with All State Tower being opened first.

All State Towers submitted a bid of \$239,500.
Inter-County Communications submitted a bid of \$286, 453.04

All State Towers: AST

All of the basic bid requirements were met. All of their work is done by their company and therefore did not list any subcontractors. They outsource the radio equipment but AST does the installation. AST was not one of the specified brand of towers however, all of the information was provide to show that this brand was of at least of equal quality. They manufacture their own towers and provide a five year structural defect warranty with a one year labor warranty. All towers and parts are manufactured in their Kentucky facility. The towers meet all ANSI TIA-222-g standards. All references were contacted and all were very satisfied with AST products and customer service. All of the references stated that AST did not install any of their radio equipment but some said that AST installed their antenna equipment as part of the tower construction which is typical with tower builds. AST noted that they will perform all warranty covered labor, but after that they advised that any tower company could work on their towers and get parts. AST submitted a bid as requested but did not give an itemized submittal. The company was contacted to verify that the bid included all specified items. This was verified via email.

Inter-County Communi9cations

All of the basic requirements were met. Inter-County will use subcontractors for most of the work except for the radio equipment installation. They used Sabre Towers as the manufacturer, which was one of the specified brands. Sabre has a one year structural defect warranty with a one year labor warranty. The engineer specifications submitted indicate that Sabre Towers exceed the minimum wind load and ice load as listed in our specifications. Sabre has five manufacturing facilities in Texas alone and one within 120 miles of Mineola. All items submitted were itemized to verify that all requested items were included. Inter-County is our current radio equipment service provider and also included in the bid, items that were not specifically listed in our bid package but should be part of the repeater system. As a radio service company, they were aware that the specified repeaters should be priced as a custom build and not just what was specified in our bid package. The bid price also included FCC license coordination and programing of the repeaters. This increased their bid significantly over AST. Inter-County also assisted with this project in the early stages and was the reason we were made aware of the FAA approval requirement for the tower. They included an addendum to the engineering of the guy anchors. They advised that the price could increase if the soil types requires something other than standard anchors.

Recommendation

For the repeater equipment, AST only bid the two repeaters and cabinets but not the whole system because that is they are not a radio provider and were not aware that the repeaters are part of a system. Another Motorola dealer, that we previously used and did not submit a bid, was contacted and asked about reference pricing a custom build for the specified repeater system. They advised that they would not give a completed build price for the equipment because of the work involved to get it, however they gave an approximate figure based on some previous jobs with the same equipment. This

was in the range of \$50,000 to \$55,000 and is based only on previous jobs, not our specific job. I gave AST the opportunity to get prices on the needed equipment and was contacted by Aerowave of Lewisville, TX. They were contacted by AST to submit pricing for the repeater equipment and. After talking to the rep, she advised that AST would have to subcontract with them to purchase and install the equipment. She also advised that she would not be able to provide a quoted price by December 20, due to the fact that it had they had to bid it through Motorola. Aerowave said that the \$50,000 to \$55, 000 was a good figure to start with. Using AST would require us to have this equipment purchased and installed as a separate cost. All of the bid packages that were mailed out were communications companies for the reason that they would know what the repeater system should include and would have bid it appropriately.

Staff recommends that the City award the bid to Inter-County Communications for the tower and communications equipment for **\$286, 453.04**