

**Purchasing Department**  
**Madison County Board of Supervisors**  
**146 West Center Street**  
**Canton, Mississippi 39046**

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601-855-5503  
hardy@madison-co.com

1 June 2016

District 1 Supervisor Sheila Jones  
District 2 Supervisor Trey Baxter  
District 3 Supervisor Gerald Steen  
District 4 Supervisor David Bishop  
District 5 Supervisor Paul Griffin

Subject: Reject Bid for Striping Truck

Dear Board Members:

The lone bid for a paint striping truck was submitted by Tri State Truck Center in the amount of \$358,902.81. A copy of the bid is attached.

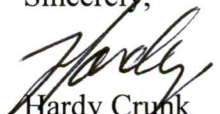
County Engineer & Road Manager Dan Gaillet and I have discussed the financial prudence of bringing road striping in house as opposed to continuing to use a term bidder. The attached spreadsheets are an estimated cost comparison. The biggest unknown variable is the number of "line miles" the Road Department could be expected to stripe in a year. (A line mile is a single road stripe line one mile long. The number of stripes on a road can vary from one to five. A road with a yellow center line and two white edge lines would have three line miles of striping per mile of road.)

In the attached spreadsheets I compared the cost using high, medium, and low values for "lane miles per year." All three results showed a significant savings by continuing to use a term bidder for road striping instead of bringing it in-house:

NUMBER LANE MILES STRIPED PER YEAR	SAVINGS USING TERM BIDDER PER MILE OF STRIPING WITH YELLOW CENTER LINE AND TWO WHITE EDGE LINES
600 lane miles per year	\$1,079.80 per mile less expensive using term bidder
900 lane miles per year	\$ 598.13 per mile less expensive using term bidder
1,200 lane miles per year	\$ 357.30 per mile less expensive using term bidder

Based upon the above calculations, I recommend that the board reject Tri State's bid for a road striping truck and continue using the term bidder.

Sincerely,

  
Hardy Crunk  
Purchase Clerk

# BID SHEET

## NEW STRIPING TRUCK WITH STRIPING EQUIPMENT

**Bid Due Date: 10 A.M. 12 April 2016**

Madison County Chancery Clerk's Office

Rooms 225-227, Second Floor, Chancery Courthouse

146 West Center Street, Canton, Mississippi 39046

TOTAL DELIVERED CASH PRICE: \$ 358,902.<sup>81</sup>

ALL BIDS MUST BE SIGNED BY AN AUTHORIZED COMPANY REPRESENTATIVE

NAME OF BIDDER: TRI State TRUCK CENTER

SIGNATURE OF BIDDER: 

BIDDER'S ADDRESS: 412 Highway 49 South

Richland, MS 39218

BIDDER'S TELEPHONE NUMBER: 601-479-1630

BIDDER'S EMAIL ADDRESS: athames@tristatetruck.com

412 Highway 49 S.  
Richland, MS 39218  
P 601.932.3400 F 601.932.3419 T 800.876.2348  
tristatetruck.com



April 12, 2016

Madison County Board of Supervisors  
146 West Center Street  
Canton, MS 39046

**RE: NEW STRIPING TRUCK WITH STRIPING EQUIPMENT**

Thank you for the opportunity to quote you on the following item(s) and we look forward to working with Madison County in the future:

2017 model **MACK** MRU612 Chassis with **Traffic Control Products Co., Inc.** Roadway Striping Body

Sales Price.....\$ 358,902.81

The above listed price is for a "turn key" chassis and body that meets all published specifications.

Estimated Delivery +/- 180 days

Thank You

A handwritten signature in blue ink, appearing to read "A. Thames", with a long horizontal line extending to the right.

Amos Thames  
Sales Representative  
Tri State Truck Center  
601-479-1630 cell

Memphis, TN

Jackson, TN

Little Rock, AR

Jonesboro, AR

Tupelo, MS

Meridian, MS

Jackson, MS

Joplin, MO

Springfield, MO

**COMPARISON OF TERM BID CONTRACTOR VS IN-HOUSE ROAD STRIPING****600 LANE MILES PER YEAR****BID PRICE OF STRIPING TRUCK****\$358,902.81****IN-HOUSE YEARLY COST (NOT INCLUDING PAINT & GLASS BEADS)**

Striping Truck Capitalized Over Five Years (including interest)	\$75,000.00 per year
Maintenance on Striping Truck	\$20,000.00 per year
Fuel for Striping Truck	\$30,000.00 per year
Labor (four-person crew)	\$150,000.00 per year
Pick-Up Truck (\$25,000 crew cab capitalized over five years)	\$5,000.00 per year
Maintenance on Pick-Up Truck	\$2,000.00 per year
Fuel for Pick-Up Truck	\$4,000.00 per year
Miscellaneous supplies (cones, safety supplies, etc.)	\$3,000.00 per year
<b>IN-HOUSE TOTAL YEARLY COST (NOT INCLUDING PAINT &amp; GLASS BEADS)</b>	<b>\$289,000.00</b>

**NUMBER OF LINE MILES PER YEAR****600****IN-HOUSE COST PER LINE MILE (NOT INCLUDING PAINT & GLASS BEADS)****\$481.67**

(In-House Total Yearly Costs (not including paint &amp; glass beads)/Line Miles per Year)

**PAINT & GLASS BEAD COST PER LINE MILE****\$300.00****TOTAL IN-HOUSE COST PER LINE MILE****\$781.67****IN-HOUSE TOTAL COST OF MILE WITH 3 LINES****\$2,345.00****TERM BID COST OF MILE OF 3 LINES (2 WHITE EDGE LINES & YELLOW CENTER LINE)****\$1,265.20****COST SAVINGS PER MILE OF 3 LINES (2 WHITE EDGE LINES & YELLOW CENTER LINE)****WHEN USING TERM BIDDER VS IN-HOUSE STRIPING****\$1,079.80**



**COMPARISON OF TERM BID CONTRACTOR VS IN-HOUSE ROAD STRIPING****900 LANE MILES PER YEAR****BID PRICE OF STRIPING TRUCK****\$358,902.81****IN-HOUSE YEARLY COST (NOT INCLUDING PAINT & GLASS BEADS)**

Striping Truck Capitalized Over Five Years (including interest)	\$75,000.00 per year
Maintenance on Striping Truck	\$20,000.00 per year
Fuel for Striping Truck	\$30,000.00 per year
Labor (four-person crew)	\$150,000.00 per year
Pick-Up Truck (\$25,000 crew cab capitalized over five years)	\$5,000.00 per year
Maintenance on Pick-Up Truck	\$2,000.00 per year
Fuel for Pick-Up Truck	\$4,000.00 per year
Miscellaneous supplies (cones, safety supplies, etc.)	\$3,000.00 per year
<b>IN-HOUSE TOTAL YEARLY COST (NOT INCLUDING PAINT &amp; GLASS BEADS)</b>	<b>\$289,000.00</b>

**NUMBER OF LINE MILES PER YEAR****900**

IN-HOUSE COST PER LINE MILE (NOT INCLUDING PAINT & GLASS BEADS)  
(In-House Total Yearly Costs (not including paint & glass beads)/Line Miles per Year) **\$321.11**

PAINT & GLASS BEAD COST PER LINE MILE **\$300.00**

**TOTAL IN-HOUSE COST PER LINE MILE **\$621.11****

IN-HOUSE TOTAL COST OF MILE WITH 3 LINES **\$1,863.33**

TERM BID COST OF MILE OF 3 LINES (2 WHITE EDGE LINES & YELLOW CENTER LINE) **\$1,265.20**

**COST SAVINGS PER MILE OF 3 LINES (2 WHITE EDGE LINES & YELLOW CENTER LINE)****WHEN USING TERM BIDDER VS IN-HOUSE STRIPING****\$598.13**

**COMPARISON OF TERM BID CONTRACTOR VS IN-HOUSE ROAD STRIPING****1,200 LANE MILES PER YEAR****BID PRICE OF STRIPING TRUCK****\$358,902.81****IN-HOUSE YEARLY COST (NOT INCLUDING PAINT & GLASS BEADS)**

Striping Truck Capitalized Over Five Years (including interest)	\$75,000.00 per year
Maintenance on Striping Truck	\$20,000.00 per year
Fuel for Striping Truck	\$30,000.00 per year
Labor (four-person crew)	\$150,000.00 per year
Pick-Up Truck (\$25,000 crew cab capitalized over five years)	\$5,000.00 per year
Maintenance on Pick-Up Truck	\$2,000.00 per year
Fuel for Pick-Up Truck	\$4,000.00 per year
Miscellaneous supplies (cones, safety supplies, etc.)	\$3,000.00 per year
<b>IN-HOUSE TOTAL YEARLY COST (NOT INCLUDING PAINT &amp; GLASS BEADS)</b>	<b>\$289,000.00</b>

**NUMBER OF LINE MILES PER YEAR****1,200****IN-HOUSE COST PER LINE MILE (NOT INCLUDING PAINT & GLASS BEADS)****\$240.83**

(In-House Total Yearly Costs (not including paint &amp; glass beads)/Line Miles per Year)

**PAINT & GLASS BEAD COST PER LINE MILE****\$300.00****TOTAL IN-HOUSE COST PER LINE MILE****\$540.83****IN-HOUSE TOTAL COST OF MILE WITH 3 LINES****\$1,622.50****TERM BID COST OF MILE OF 3 LINES (2 WHITE EDGE LINES & YELLOW CENTER LINE)****\$1,265.20****COST SAVINGS PER MILE OF 3 LINES (2 WHITE EDGE LINES & YELLOW CENTER LINE)****WHEN USING TERM BIDDER VS IN-HOUSE STRIPING****\$357.30**

**NOTES TO ROAD STRIPING COMPARISON SPREADSHEETS:**

**TERM BID PRICES:**

Two Continuous White Edge Lines and Yellow Center Line	\$1,265.20 per mile
Two Continuous White Edge Lines and Skip Yellow Center Line	\$928.00 per mile
Continuous Yellow Line	\$475.20 per mile
Continuous White Line	\$395.00 per mile
Skip Yellow Line	\$138.00 per mile
Skip White Line	\$90.00 per mile
White Paint per Lane Mile	\$200.00
Glass Beads per Lane Mile	\$100.00
Total Paint & Glass Bead Cost Per Lane Mile	\$300.00
Paint Quote from Jeremy with G&C Supply 800-238-3836	\$600 per 55 gallons
White water-based paint will do three lane miles per 55 gallon drum	