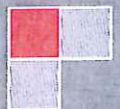


2016

OPA Road Striping

RFP Analysis

Aveta, Jerry
Facility Manager
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A. Request for Proposal (RFP) Background

The Ocean Pines Association (OPA) invited three bidders to submit proposals for street line painting for the enclosed designated streets in Ocean Pines, MD. Bidders were requested to include adequate information to demonstrate that they have the necessary experience and professional qualifications to complete the work. Proposals were requested from Straight Line Striping (SLS) of Georgetown, DE; Chesapeake paving & Sealing, Inc. of Salisbury, MD; and J&B Line Striping of Baltimore, MD. J&B Line Striping declined to participate due to scheduling.

B. Initial RFP Scope of Work

1. Site locations:
 - i. Ocean Parkway
 - ii. Cathel Road
 - iii. The Parke
 - iv. Yacht Club Drive
2. Material Specifications:
 - i. Contractor grade acrylic, striping paint for existing or coated asphalt.
 - ii. Contractor grade acrylic, alkyd, or chlorinated rubber striping paint for existing asphalt and concrete pavements or restriping.
3. Required Work:
 - i. Contractor will apply marking paint in dry weather when pavement and atmospheric temperatures are fifty (50) degrees F for four (4) hours after completing application.
 - ii. Contractor equipment shall be commercial compressed air spray striping machine capable of applying an even coating at the manufacturer's recommended thickness in an even width across the stripe.
 - iii. Contractor shall inspect existing pavement surfaces for conditions and defects that will adversely affect quality of work, and which cannot be put into an acceptable condition through normal preparatory work as specified.
 - iv. Contractor will not place marking over unsound pavements but will notify OPA Public Works of these conditions.
 - v. Starting installation will constitute a contractor's acceptance of a surface as suitable for installation.
 - vi. Contractors will layout markings using guide lines, templates and forms. Stencils and templates shall be professionally made to industry standards. "Free hand" painting of arrows, symbols or wording is not permissible.
 - vii. Contractor shall thoroughly clean surfaces free of dirt, sand, gravel, oil and other foreign matter.
 - viii. Contractor shall protect adjacent curbs, walks, fences and other items from receiving paint.
 - ix. Contractor shall apply marking paint at the manufacturer's specified rate for the paint.
 - x. Contractor shall apply stripes straight and even in accordance with provided schedules.

- xi. Contractor shall apply stripes and other markings (parking spaces, hashed areas, and continuous lines) in widths and colors as detailed in Standard Line Width.
- xii. Contractor shall barricade marked areas during installation and until the marking paint is dried and ready for traffic.

4. Schedule of Work

- i. Anticipated contract award is approximately 1 April 2016 and would like contractor to begin work as soon as possible after award.
- ii. Contractor is requested to submit a project schedule describing key events required to complete the work including the securing of any county permits required.

C. RFP Responses

Scope of Work	SLS	Chesapeake
Linear Ft Estimate	189,000	175,263
Acrylic Paint	Included	Included
DOT Standard	Included	Included
Warranty (1 yr)	Included	Included
Total Cost	\$24,570	\$61,342

D. Discussion

SLS proposal is considerably less for a larger amount of linear feet estimated because of the exceptionally low rate of \$0.13 per linear foot to stripe the roads. This is compared to a rate of \$0.35 per linear foot estimated by Chesapeake Paving. There is no question that there is a substantial difference in the capabilities of the two companies. Chesapeake is a substantially larger company with both residential and commercial departments. In addition their commercial division does pavement milling. SLS specializes in striping, seal-coating and asphalt. Most of SLS work seems to be residential and commercial parking lots. Discussions with SLS owner disclosed the company is trying to broaden its customer market. References were provided by SLS and checked. Both references stipulated SLS performed well and was very responsive to customer needs. It appears the savings offered by SLS is worth the risk of selecting the smaller company.

E. Recommendation: Award contract to SLS.