

ITEM # 12  
DATE: 10-11-16

**COUNCIL ACTION FORM**

**SUBJECT: AUTOMATIC TRAFFIC RECORDER PURCHASE FROM SOLE SOURCE PROVIDER (PHASE 2: SOLAR POWERED LOCATIONS)**

**BACKGROUND:**

On April, 22, 2014, City Council approved the Sole Source purchase for first phase of a project to install 26 of the overall 39 permanent count stations around the Ames area. The project provides continuous annual traffic data collection using Wavetronix HD automatic traffic recorders (ATRs). These ATRs are radar based sensors that can collect bi-directional, multi-lane speed, volume, and vehicle classification data (note that these are not used for enforcement). The data collected to date has already been used to improve several critical functions of the City, such as regional traffic modeling, traffic signal operations, safety performance, and pavement performance.

City staff worked with the Office of Systems Planning at the Iowa Department of Transportation to apply the Iowa DOT's criteria for selecting the number and location of ATRs within the Ames area. The ATRs are located along Federal Aid roads (arterial and collector streets), and have been distributed spatially to ensure proper statistical sampling of the City's road network. The first phase of this project saw the installation of 26 of 39 ATR locations where the City had continuous power available under the control of the City's Electric Department.

The second, and final, phase of this project will be to install the remaining 13 locations in those areas that do not have continuous power available, which require the count station locations to run on solar power. It should be noted that as the City grows, any additional locations will be identified and installed as part of the respective development or roadway projects. Funding for these improvements is under the Regional Count Program of the Capital Improvements Plan, which has an unencumbered balance of \$169,370 for this project. Staff received a quote from Mid-American Signal of \$10,304.12 per location, totaling \$133,953.56, which leaves a balance of \$35,416.44 will be used for other annual data collection efforts.

It is the recommendation of staff that the City continue to utilize Wavetronix HD sensors for this data collection function. These sensors were vetted by the Iowa DOT through multiple field tests of various manufacturers' products, and are currently in use across the State. Since the time of the first purchase, staff has also gained over two years of direct training and experience with this product. The price has been competitively established through the IDOT's purchasing policies on a Statewide level. **Mid-American Signal (MAS) is the sole provider of Wavetronix products for the State of Iowa.**

In order to move forward with acquiring the solar powered ATR equipment using the State's pricing, the City Council must waive a portion of the City's Purchasing Policies under Section 6.06C: "Utilization of State of Iowa, General Services Administration (GSA), U.S. Communities, and Western States Contracting Alliance (WSCA) Contracts," which includes a \$25,000 limit. This purchase meets the definition of GSA pricing under similar state contracts; but since the cost exceeds the \$25,000 threshold, City Council approval is required.

The completion of this project will be a major step forward for the City taking a proactive approach to estimate and forecast system performance of the City's transportation system. It will not only help meet future Federal requirements, but will also provide valuable data for City decision making.

**ALTERNATIVES:**

1. a) Approve Mid-American Signal of Kansas City, Kansas, as the sole provider of Wavetronix equipment for Iowa.  
b) Waive the \$25,000 limit under Section 6.06C of the City's Purchasing Policies.  
c) Approve the use of Iowa DOT pricing to purchase 13 Solar Powered Wavetronix ATRs in the estimated amount of \$133,953.56.
2. Reject the project.

**MANAGER'S RECOMMENDED ACTION:**

By approving this purchase, the City will be able to complete an important project that provides 24-hour a day traffic data collection across much of its transportation system. Data will be used to evaluate, trend, and predict travel demand during critical times of the year. As a university community, Ames experiences significant changes in traffic volumes throughout the year, as well as during various special events. Data collected from these count stations will be a vital tool in the planning and improvement of City services and facilities used by our citizens.

Therefore, it is the recommendation of the City Manager that the City Council adopt Alternative No. 1 as described above.



# MID AMERICAN SIGNAL, INC.

2429 S MILL STREET KANSAS CITY, KS 66103  
PHONE (913) 432-5002 FAX (913) 432-2213  
<http://www.midamsignal.com>

## QUOTATION

PREPARED FOR: Damion Pregizter  
City of Ames  
PREPARED BY: Jordan Schwening

DATE: 9/6/2016

Per Your Request: **Wavetronix Equipment for the City of Ames**

QTY	DESCRIPTION	EACH		TOTAL
	Continuous DC voltage provided by solar system			
13	WX-SS-126, Smart Sensor HD	5150.40	\$	66,955.20
13	WX-SS-706-40, 40' Sensor harness	229.44	\$	2,982.72
13	WX-SS-611, Sensor mounting bracket	184.32	\$	2,396.16
13	Click! 200, surge protection	264.96	\$	3,444.48
13	Solar system cabinet assembly: Cabinet, charging system and batteries for a 10 watt load 24/7	2974.00	\$	38,662.00
13	Solar panel assemblies, includes: dual solar panels and mounting hardware	1501.00	\$	19,513.00
	Total		\$	133,953.56

Terms: Net 30 days from date of invoice, or as approved by Mid American Signal Credit Department.

An interest charge, as permitted by law, may be assessed on accounts unpaid after 30 days.

Quotation is valid for 60 days, with delivery 6-10 weeks after receipt of approved catalog cuts.

Quotation is based upon quantities shown, any changes can be subject to price adjustment.

Quote does not reflect any tax or fees. All taxes and fees are your responsibility and are additional to the quote.

The above information is for the use of the person or entity named only. Unauthorized use is prohibited.

The above quotation does not include any installation of the products quoted.

Technical advice at the jobsite, other than that which is required by the Project Plans and Specifications, is available and will be quoted separately upon request.



## Wavetronix Exclusive Dealer Certification

December 18, 2013

Mid American Signal  
2429 S. Mill St.  
Kansas City, KS 66103

To Whom It May Concern,

Wavetronix would like to confirm that Mid American Signal is contracted with Wavetronix as the sole and exclusive dealer of the SmartSensor Digital Wave Traffic Radar, the SmartSensor High Definition (HD) traffic radar, SmartSensor Matrix traffic radar, and all Wavetronix products for the state of Iowa.

Mid American Signal has completed factory authorized training and qualified technical support at the Wavetronix offices in Provo, Utah, U.S.A, and continuing education and training by Wavetronix personnel.

Any questions regarding the contractual relationship between Mid American Signal and Wavetronix can be forwarded directly to me at address listed below. Thank you for your attention with this matter.

Sincerely,

A handwritten signature in black ink, appearing to read 'mkr. Rose', written over a white background.

Wavetronix LLC  
Michael A. Rose  
Chief Business Development Officer

Contact Information:

Wavetronix LLC  
78 E 1700 S  
Provo, UT 84606  
(801) 734-7200

{In Archive} FW: Question  
Jordan Schwening  
to:  
dpregitzer  
04/01/2014 02:59 PM  
Cc:  
"Brad Becker"  
Show Details

History: This message has been forwarded.  
Archive: This message is being viewed in an archive.

Damion,

Here is the pricing structure provide to the IDOT and we agreed to allow other agencies to purchase at this price.  
Per the email stream below.  
I have also included the sole source letter for the state of Iowa from Wavetronix.  
Thank you!

Sincerely,  
Jordan Schwening  
913-432-5002 ext. 106 (Phone), 913-432-2213 (fax), 913-244-7892 (Cell) Mid American Signal, Inc.  
2429 S. Mill Street  
Kansas City, KS 66103

[www.midamsignal.com](http://www.midamsignal.com)

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**From:** Jordan Schwening [<mailto:jordans@midamsignal.com>]  
**Sent:** Thursday, August 15, 2013 9:28 AM  
**To:** 'Zimmerman, Mary [DOT]'  
**Subject:** RE: Question

Yes!

Sincerely,  
Jordan Schwening  
913-432-5002 ext. 106 (Phone), 913-432-2213 (fax), 913-244-7892 (Cell) Mid American Signal, Inc.  
2429 S. Mill Street  
Kansas City, KS 66103

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**From:** Zimmerman, Mary [DOT] [<mailto:Mary.Zimmerman@dot.iowa.gov>]

**Sent:** Thursday, August 15, 2013 9:09 AM

**To:** 'Jordan Schwening'

**Subject:** Question

Would you be willing to sell these items (attached) to political subdivisions within the State of Iowa under the same prices, terms and conditions as the DOT?

Mary Zimmerman  
Senior Purchasing Officer

**Customer Feedback Survey:**

Our Operations & Finance Division is using the survey (link below) as a feedback tool to evaluate the service I am providing. This offers an opportunity to see what you think may have gone well; in addition, provide awareness in area(s) for improvement.

Thank you for helping to improve my service:

<http://www.surveymonkey.com/s/OPFIN-Finance>.

*Smarter, Simpler & Customer Driven*