



**19-043**  
**BLUE VALLEY PUBLIC SAFETY INC**  
**Supplier Response**

**Event Information**

Number: 19-043  
Title: Unit Price - Maintenance and Repair of Emergency Management Sirens  
Type: Notice to Bidders  
Issue Date: 1/28/2019  
Deadline: 2/27/2019 12:00 PM (CT)

**Contact Information**

Contact: Rachelle Hinze Buyer  
Address: Purchasing  
440 S. 8th St.  
Suite 200  
Lincoln, NE 68508  
Phone: 1 (402) 441-8313  
Fax: 1 (402) 441-6513  
Email: rhinze@lincoln.ne.gov

## BLUE VALLEY PUBLIC SAFETY INC Information

Contact: DEE A. WIEDUWILT  
Address: PO BOX 363  
509 JAMES ROLLO DR  
GRAIN VALLEY, MO 64029  
Phone: (816) 847-7502  
Fax: (816) 847-7513  
Toll Free: (800) 288-5120  
Email: DEE@BVPSONLINE.COM

By submitting your response, you certify that you are authorized to represent and bind your company.

Dee A. Wieduwilt

Signature

Submitted at 2/27/2019 10:38:12 AM

dee@bvpsonline.com

Email

## Supplier Note

Please call with any questions! 800-288-5120 Thank you, Dee

## Response Attachments

### BVPS Contract Introduction and Alternate.pdf

Introduction to BVPS, Alternate Contract Option and References

### image.pdf

Bid Bond - Scanned Copy

## Bid Attributes

### 1 U.S. Citizenship Attestation

#### Is your company legally considered an Individual or Sole Proprietor: YES or NO

As a Vendor who is legally considered an Individual or a Sole Proprietor I hereby understand and agree to comply with the requirements of the United States Citizenship Attestation Form, available at:  
<http://www.sos.ne.gov/business/notary/citizenforminfo.html>

All awarded Vendors who are legally considered an Individual or a Sole Proprietor must complete the form and submit it with contract documents at time of execution.

If a Vendor indicates on such attestation form that he or she is a qualified alien, the Vendor agrees to provide the US Citizenship and Immigration Services documentation required to verify the Vendor's lawful presence in the United States using the Systematic Alien Verification for Entitlements (SAVE) Program.

Vendor further understands and agrees that lawful presence in the United States is required and the Vendor may be disqualified or the Contract terminated if such lawful presence cannot be verified as required by Neb. Rev. Stat. 4-108.

No

**2 Instructions to Bidders**

I acknowledge reading and understanding the Instructions to Bidders.

**3 Insurance Requirements and Endorsements**

Vendor agrees to provide insurance coverage for each checked box on the Insurance Clause document in the Bid Attachments including the submission of the Certificate of ACORD and the applicable endorsements.

Insurance Certificate and required Endorsements are required at time of contract execution by the vendor.

**Vendors are strongly encouraged to send the insurance requirements and endorsement information to their insurance agent prior to bid close in order to expedite the contract execution process.**

**4 Specifications**

I acknowledge reading and understanding the specifications.

**5 Bid Documents**

I acknowledge and accept that it is my responsibility as a Bidder to promptly notify the Purchasing Department Staff prior to the close of the bid of any ambiguity, inconsistency or error which I may discover upon examination of the bid documents including, but not limited to the Specifications.

**6 Sample Contract**

I acknowledge reading and understanding the sample contract.

**7 Special Provision Term Contract Provisions**

I acknowledge reading and understanding the Special Provision Term Contract Provisions.

**8 Performance/Payment Bonds**

I acknowledge that a Performance Bond and a Payment Bond each in the amount of 100% of the Contract amount will be required with the signed contract upon award of this project.

**9 Bid Bond Submission - County**

I acknowledge and understand that my bid will not be considered unless a bid bond or certified check in the sum of five percent (5%) of the total amount of the bid is made payable to the order of the Lancaster County Treasurer as a guarantee of good faith prior to the bid opening. The bid security may be scanned and attached to the 'Response Attachments' section of your response or faxed to the Purchasing Office (402)441-6513. The original bond/check must then be received in the Purchasing Office, 440 S. 8th Street, Ste. 200, Lincoln, NE 68508 within three (3) days of bid closing.

Failure to submit bid bond within three (3) days may result in rejection of bid.

**YOU MUST INDICATE YOUR METHOD OF BID BOND SUBMISSION IN BOX TO RIGHT!**

<b>1</b> <b>0</b>	<b>References</b> I have attached my References on Company letterhead to the Response Attachment section of this bid. <input type="text" value="Yes"/>
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<b>1</b> <b>1</b>	<b>DUNS Requirement</b> A DUNS (Data Universal Numbering System) Number is required to award a Federal Grant contract. Please list your DUNS number in the space provided.  <b>If you do not have a DUNS number go to <a href="http://fedgov.dnb.com/webform/CCRSearch.do">http://fedgov.dnb.com/webform/CCRSearch.do</a></b>  <b>Failure to obtain a DUNS number may result in the rejection of your bid.</b> <input type="text" value="052372521"/>
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<b>1</b> <b>2</b>	<b>SAM Requirement</b> Vendors must be registered with the System for Award Management (SAM) system to be eligible for award on this bid due to the use of Federal Grant funds. Are you registered with SAM? YES or NO  <b>IF NO, YOUR BID MAY BE REJECTED</b>  <b>To register in the SAM system go to <a href="http://www.sam.gov">www.sam.gov</a> - Click: Create User Account.</b> <input type="text" value="YES"/>
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<b>1</b> <b>3</b>	<b>Small Business Information</b> The City of Lincoln wishes to foster small business participation in its bids for products and services purchased. In order to do this, all bidders are asked to answer the following questions as part of their bid submittal.(If you are unsure of your status as a Small Business, please refer to the NAICS list attached to the Bid Attachment section.)  1) Are you a Small Business according to the NAICS size guidelines? YES or NO? If YES, what is the category you are listed under, the number of employees you have and the average annual receipts?  2) Will you be utilizing any Sub-Contractors in the performance of the contract awarded from this bid? YES or NO If YES, name the Sub-Contractors in the space provided.  3) If you are not a Small Business, are you willing to provide subcontracting opportunities of the type/size that small businesses, including DBE's, can reasonably perform? YES or NO If NO, why? <input type="text" value="1) YES, 811213, 12 EMPLOYEES, \$2.7M; 2) YES, SCHMADER ELECTRIC"/>
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<b>1</b> <b>4</b>	<b>Protest Procedures - Fed Grant</b> I acknowledge that I have read and understand the City of Lincoln Bid Protest procedures. I further recognize that in the event a protest is denied by the City, I may file a protest with the Federal Grant Provider after exhausting all administrative remedies with the Ciy. For further information on a protest, a Vendor may contact the City Purchasing Agent. <input type="text" value="Yes"/>
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<b>1</b> <b>5</b>	<b>Unforeseen Emergency Situations</b> Will your company be available to perform services during unforeseen emergency situations such as natural or man-made disasters? Yes/No _____ List your hourly rate for this type of emergency. \$ _____ <input type="text" value="YES; \$119 PER HR, PORTAL TO PORTAL, PLUS PARTS"/>
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<b>1 6</b>	<b>Percentage Markup of Material, excluding freight</b> Percentage Markup of Material, Excluding Freight. ONLY ENTER A NUMBER IN THE SPACE PROVIDED! An invoice showing the material type AND cost of material from 3rd Party Vendor may be requested with the final invoice to verify quoted price. <input type="text" value="30%"/>
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<b>1 7</b>	<b>Percentage Markup of Rental Equipment</b> Percentage Markup of Rental Equipment. ONLY ENTER A NUMBER IN THE SPACE PROVIDED! An invoice showing the type of equipment AND cost of rental from 3rd Party Vendor may be requested with the final invoice to verify quoted price. <input type="text" value="10%"/>
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<b>1 8</b>	<b>Percentage Markup of all Subcontractors Cost</b> Percentage Markup of Sucontractor Costs. ONLY ENTER A NUMBER IN THE SPACE PROVIDED! An invoice showing the amount charged by Subcontractor may be requested with the final invoice to verify quoted price. <input type="text" value="15%"/>
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<b>1 9</b>	<b>Trip Charge</b> Does your company charge a Trip Charge for repair and maintenance works? Yes/No _____ If yes, list the charge: <input type="text" value="NO"/>
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<b>2 0</b>	<b>Hourly Rate Origination</b> Does your company charge the hourly rate for each Line Item from the time you leave your shop, or from the time you arrive on the job and begin work? _____ If you charge from the time you leave your shop, where is the shop located? <input type="text" value="\$119 PER HR, PORTAL TO PORTAL; GRAIN VALLEY, MO"/>
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<b>2 1</b>	<b>Tax Exempt Certification Forms</b> Materials being purchased in this bid are tax exempt and unit prices are reflected as such. A Purchasing Agent Appointment form and a Exempt Sales Certificate form shall be issued with contract documents. (Note: State Tax Law does not provide for sales tax exemption for proprietary functions for government, thereby excluding the purchases of pipes to be installed in water lines and purchase of water meters.) <input type="text" value="Yes"/>
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<b>2 2</b>	<b>Government/Corporate Purchase Card</b> Will your company accept payment by a Visa/Purchase Card? Yes/No _____ 1) If yes, will your company charge a fee for accepting a Visa/Purchase Card? Yes/No _____ 2) If yes, do you require payment upon receipt of order? Yes/No _____ 3) If yes, will you accept payment after delivery and acceptance of product/equipment/service? Yes/No _____ <input type="text" value="Yes; 1) Yes, 3% of total invoice; 2) We invoice with Net 30 terms when equipment ships, or after work is complete, whichever applies; 3) YES"/>
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<b>2 3</b>	<b>Purchase Order, Contract and Delivery Contact</b> The City/County Purchasing Department issues Purchase Orders and Contracts via email to a designated contact person of the awarded Vendor. This designee will be the primary contact with the department through the delivery of the product/services. Please list the name, email address and phone number of the person who will be the contact person for the contract/PO to be awarded. <input type="text" value="Dee A. Wieduwilt, Office Manager; dee@bvsonline.com; 816-847-7502"/>
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<b>2</b>	<b>Contact</b>
<b>4</b>	Name of person submitting this bid: <input type="text" value="Dee A. Wieduwilt, Office Manager"/>

<b>2</b>	<b>Electronic Signature</b>
<b>5</b>	Please check here for your electronic signature. <input type="text" value="Yes"/>

**Bid Lines**

<b>1</b>	<b>Supervisor, Superintendent or Forman Labor Rate Per Hour</b>
	UOM: <u>EA</u> Price: <input type="text" value="\$119.00"/> Total: <input type="text" value="\$119.00"/>
	Item Notes: Item Notes: LABOR RATES: Amount that the contractor will bill the owner for services provided. Labor rates shall include all health and welfare benefits, insurance, taxes, overhead and profit, and all other applicable fringe benefits
	Supplier Notes: <input type="text" value="The above rate is for a technician who has been factory trained and authorized to service this equipment and will be the only personnel needed or included in this contractual agreement."/>

<b>2</b>	<b>Master Electrician Labor Rate Per Hour</b>	<b>No Bid</b>
	UOM: <u>EA</u>	
	Item Notes: Item Notes: LABOR RATES: Amount that the contractor will bill the owner for services provided. Labor rates shall include all health and welfare benefits, insurance, taxes, overhead and profit, and all other applicable fringe benefits	

<b>3</b>	<b>Electrician Labor Rate Per Hour</b>	<b>No Bid</b>
	UOM: <u>EA</u>	
	Item Notes: Item Notes: LABOR RATES: Amount that the contractor will bill the owner for services provided. Labor rates shall include all health and welfare benefits, insurance, taxes, overhead and profit, and all other applicable fringe benefits	

<b>4</b>	<b>Apprentice Labor Rate Per Hour</b>	<b>No Bid</b>
	UOM: <u>EA</u>	
	Item Notes: Item Notes: LABOR RATES: Amount that the contractor will bill the owner for services provided. Labor rates shall include all health and welfare benefits, insurance, taxes, overhead and profit, and all other applicable fringe benefits	

<b>5</b>	<b>Laborer Labor Rate Per Hour</b>	<b>No Bid</b>
	UOM: <u>EA</u>	
	Item Notes: Item Notes: LABOR RATES: Amount that the contractor will bill the owner for services provided. Labor rates shall include all health and welfare benefits, insurance, taxes, overhead and profit, and all other applicable fringe benefits	

**Response Total: \$119.00**

2/26/19

City of Lincoln / Lancaster County  
440 S. 8<sup>th</sup> St.  
Lincoln, NE 68508

Dear City / County Personnel,

I'd like to take the time and introduce Blue Valley Public Safety to you. Sometimes the relationships that we strive to build with our customers is lost in a response to a bid, and since we haven't worked with your agencies in the past, we are compelled to make sure you feel comfortable with our company before entering into a formal arrangement.

Blue Valley Public Safety was started in 1982 by Curtis and Norma Cates. Curtis was a Federal Signal employee and worked at a service center in Lenexa, KS. When the decision was made to shut down the service center, Curtis was asked by some Cities in the Kansas City area to stay and enter into contract to maintain their siren systems.

Fast forward to today, and BVPS is operated by Curtis's two sons (Brian and Dave Cates) and a staff of a dozen employees. BVPS currently maintains approximately 4,000 sirens in MO, KS, and Southern IL.

Until 2018 BVPS was only allowed to sell in MO, KS, CO and Southern IL. In 2018 Federal Signal additionally assigned IA, NE, WY and SD to Blue Valley as a sales territory. We are currently making the transition to offer the same level of services in this area as we have elsewhere.

It is important to note that BVPS is a representative of Federal Signal. Most other siren manufacturers use dealers who buy and resell. Federal Signal sells direct and BVPS quotes product on their behalf. This maintains the relationship directly with the manufacturer. We feel this is important to ensure that our customers know that their warranty is backed by the manufacturer.

In the case of services like maintenance, repairs or battery changes, we offer those direct from BVPS or through Federal Signal if it involves new product installation.



BVPS is a Factory Authorized Service Center for Federal Signal. Our technicians are trained at the factory on these products. We make every attempt to maintain the original factory specifications on any repairs we make. Each technician has a truck with a lift on the back and carries about \$60,000 worth of parts for sirens. We pride ourselves on being able to make most repairs on the first trip, and we do not charge for additional trips if we didn't have the necessary part to make the repair.

*(This does not include trips where it is found that it will require a crane to make repairs or on obsolete sirens that are more than 30 years old)*

All our repairs are warranted for a 1-year period which includes onsite labor costs.

### **Specific Information regarding this contract**

#### **Alternative "Standard Contract"**

BVPS holds service and maintenance contracts with 88 Cities and Counties and has maintained many of them for over 20 years; however, we have never had one structured quite like this. While we are happy to comply with the specifics of this contract, we want to make you aware of the standard method that is used by most customers.

Typically, our customers are looking for a number that can be budgeted every year so that all costs are known up front, we are able to do this by offering what really amounts to an extended warranty. It would include all labor and parts. Batteries are pro-rated over a 4-year period so that they are changed on time. We can accommodate older sirens as we maintain parts for many sirens dating back to the 1950's.

The only repairs that are not covered are those due to lightning damage, vandalism or misuse.

A typical siren will cost about \$40-75 per month and an initial assessment of the system is required in which all issues related to the system will be addressed to get the entire system working properly.

We wanted to make you aware of this as an alternative to consider in the future. If you are interested in this approach, we would be happy to discuss this with you at your convenience.

#### **References**

If you would like to discuss our work with some of our customers with similar systems, we have listed a few here that we maintain and perform service on. On request we would be happy to provide you with our entire list.

City of Kansas City, MO (147 Sirens)

Contact: Steve Bean – 816-513-8604

[stephen.bean@kcmo.org](mailto:stephen.bean@kcmo.org)





City of Kansas City, KS (88 Sirens)

Contact: Matt May – 913-573-6337  
[emergencymanagement@wycokck.org](mailto:emergencymanagement@wycokck.org)

Rochester / Olmsted County, MN (95 Sirens)

Contact: Capt. Mike Bromberg – 507-328-6101  
[bromberg.mike@co.olmsted.mn.us](mailto:bromberg.mike@co.olmsted.mn.us)

Ameren Callaway Nuclear Operating Station

This facility covers 4 Counties in Missouri and has 42 sirens  
This is a smaller system but has high compliance requirements

Contact: John Bassford – 314-974-8945  
[jbassford@ameren.com](mailto:jbassford@ameren.com)

Thank You for considering us and please feel free to contact us with any questions regarding this bid or our company.

Brian Cates  
General Manager

Dave Cates  
Service Manager

Dee Wieduwilt  
Office Manager

1-800-288-5120

**CITY OF LINCOLN, LANCASTER COUNTY, CITY OF LINCOLN-LANCASTER  
COUNTY PUBLIC BUILDING COMMISSION  
UNIT PRICE QUOTATION**

**This Document Is Required For All Unit Price Projects  
UNIT PRICE - MAINTENANCE AND REPAIR OF EMERGENCY MANAGEMENT SIRENS, Bid No. 19-043**

Date: \_\_\_\_\_

**TO DEPARTMENT/AGENCY REPRESENTATIVE:** \_\_\_\_\_

**FROM (CONTRACTOR):** Blue Valley Public Safety, Inc.

**AWARD LEVEL:** 2

**PROJECT DESCRIPTION:** \_\_\_\_\_

Fill in the following Tables in the areas as shown. If an item does not apply, please do not make an entry in that column.

**TIME OF COMPLETION**

Estimated Start Date	
Number of Days to Complete	

**LABOR COST TABLE**

CONTRACTOR	per hr. rate	Estimated # Hours	Estimated Total
Supervisor, Superintendent or Foreman/Technician	\$119.00		
Master Electrician	N/A		
Electrician	N/A		
Apprentice	N/A		
Laborer	N/A		
<b>TOTAL LABOR</b>			

**EQUIPMENT AND MATERIAL COSTS**

ITEM	COST	% of Markup	Estimated Total
Total Rental Equipment Costs		10%	
Total Materials Cost		30%	
Total Shipping/Freight Cost			

**SUBCONTRACTORS COSTS**

SUB-CONTRACTOR (NAME)	COST	% of Markup	Estimated Total
Sub No. 1		15%	
Sub No. 2			

**TOTAL ESTIMATED COST -- NOT TO EXCEED:**

\$

**FIRM:** Blue Valley Public Safety, Inc. \_\_\_\_\_

**BY:** \_\_\_\_\_

**ADDRESS:** \_\_\_\_\_

\_\_\_\_\_

**APPROVED BY:** \_\_\_\_\_

Department Agency/Rep

**PHONE NO:** \_\_\_\_\_

**DATE:** \_\_\_\_\_

Change Order #: \_\_\_\_\_

Accepted: \_\_\_\_\_

Not Accepted: \_\_\_\_\_