



September 5, 2013

State of Tennessee
Department of Transportation
218 Genesis Road, Suite 101
Crossville, TN 38555

Att: Mr. David Bradley

Re: **Traffic Signalization Proposal**
NW Connector -Hwy 462
Contract # CNM012, Cumberland County

Dear David;

The City of Crossville seeks to modify the propose traffic signals for the two planned locations at Sparta Highway and at Highway 70N using PEEK equipment which is compatible with their current signal systems. The signal work as bid was based on using EAGLE equipment which provided us the lowest possible bid price option. We have no problem changing to best fit the project needs.

Option 1

Attached please find a unit price breakdown indicating our contract cost of \$ 36,606.00, verses the proposed cost of \$ 45,124.00 for an increase of \$ 8,518.00 to switch to PEEK equipment for the signal heads, detector loops, cabinets and controllers. If the change is adopted we request an additional 5% markup as prime contractor for a total add of \$ 8,943.90.

<u>Description</u>	<u>Amount</u>
Signalization using PEEK equipment	\$ 45,124.00
Signalization using EAGLE Equipment (as bid)	\$ (36,606.00)
Net Increase	\$ 8,518.00
5% Markup	\$ 425.90
Total Cost	\$ 8,943.90

An Equal Opportunity Employer

LOJAC CORPORATE OFFICE
P.O. BOX 998
1401 TOSHIBA DR.
LEBANON, TN 37087
615-449-1401

LOJAC INC.
P.O. BOX 998
1401 TOSHIBA DR.
LEBANON, TN 37087
615-449-1401

LOJAC MATERIALS INC.
#1 LOJAC TERRITORY
LEBANON, TN 37087
615-444-2504

LOJAC SAFETY INC.
P.O. BOX 998
1401 TOSHIBA DR.
LEBANON, TN 37087
615-449-1401

LOJAC ENTERPRISES INC.
3552 HERMITAGE IND. DR.
P.O. BOX 387
HERMITAGE, TN 37076
615-889-4046

Page 2, September 5, 2013
Signal Change

Option 2

A second option is for a scaled down version using a combination of EAGLE and PEEK equipment. That is to install PEAK cabinets and controllers, and retain the EAGLE signal heads and detector loops which were originally setup. This would generate an additional cost of \$ 5,438.00, plus our 5% markup for a total cost of \$ 5,709.90.

Please let us know which option best serves the Sate and City's needs.

Yours truly,

LOJAC ENTERPRISES, INC.



Terry Van Nuck
Grading Division Manager

Enclosure

S & W CONTRACTING COMPANY, INC.
ELECTRICAL CONTRACTORS - TRAFFIC DIVISION
952 NEW SALEM ROAD
MURFREESBORO, TENNESSEE 37129
PHONE (615) 893-2511 FAX (615) 895-2030

Contract #. CNM012
 Project #. 18462-3203-14
 County: Cumberland
 Bid Date: 2/15/2013
 Date: 9/3/2013
 Call No.: 30

QUOTATION:

CONTRACTOR: LOJAC ENTERPRISES, INC.
 ATTENTION: MR. TERRY VANNUCK

These Items were used on Bid day. (EAGLE EQUIPMENT)

Item No.:	Description:	Unit:	Qty:	Unit Price:	Total:
730-02.09	Signal Head Assembly (130 W/BP)	EA	8	\$ 636.00	\$ 5,088.00
730-02.17	Signal Head Assembly (150 A2H W/BP)	EA	8	\$ 1,149.00	\$ 9,192.00
730-13.01	Vehicle Loop Detector (Shelf Mount)	EA	8	\$ 156.00	\$ 1,248.00
730-15.32	Cabinet (Eight Phase Base Mounted)	EA	2	\$ 7,415.00	\$ 14,830.00
730-16.02	Eight Phase Actuated Controller	EA	2	\$ 3,124.00	\$ 6,248.00
Total Cost:					\$ 36,606.00

These Items are what Crossville Requested. (PEEK)

730-02.09	Signal Head Assembly (130 W/BP)	EA	8	\$ 774.00	\$ 6,192.00
730-02.17	Signal Head Assembly (150 A2H W/BP)	EA	8	\$ 1,371.00	\$ 10,968.00
730-13.01	Vehicle Loop Detector (Shelf Mount)	EA	8	\$ 181.00	\$ 1,448.00
730-15.32	Cabinet (Eight Phase Base Mounted)	EA	2	\$ 10,788.00	\$ 21,576.00
730-16.02	Eight Phase Actuated Controller	EA	2	\$ 2,470.00	\$ 4,940.00
Total Cost:					\$ 45,124.00

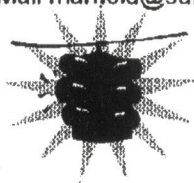
<u>Original Equipment Bid</u>	\$ 36,606.00
<u>Alternate Equipment Bid</u>	\$ 45,124.00
<u>Difference in Cost between Original & Alternate Equipment Bid</u>	\$ (8,518.00)

Excluded: Electrical Design, Engineering & Layout, Pavement Marking, Easements, Utility Fees
Sidewalk Repair, Street Repair, Roadway Permits, Rock.

Mitch Arnold
 Project Manager, Traffic Division
 Home (615) 890-3337 - Mobile (615) 207-3327 - E-Mail marnold@sandwcontracting.com

Completion Date: June 30, 2014

STATE OF TENNESSEE LICENSE
ID NUMBER: 18759
EXP. DATE: 05/31/15
CLASS: MC-A,C; E-B,C; BC; CE-B; CE; HRA-E(1);
UNLIMITED



OPTION 1
- ALL PEEK

S & W CONTRACTING COMPANY, INC.
ELECTRICAL CONTRACTORS - TRAFFIC DIVISION
952 NEW SALEM ROAD
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PHONE (615) 893-2511 FAX (615) 895-2030

Contract #: CNM012
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 County: Cumberland
 Bid Date: 2/15/2013
 Date: 9/3/2013
 Call No.: 30

QUOTATION:

CONTRACTOR: LOJAC ENTERPRISES, INC.
ATTENTION: MR. TERRY VANNUCK

These Items were used on Bid day. (EAGLE EQUIPMENT)

Item No.:	Description:	Unit:	Qty:	Unit Price:	Total:
730-15.32	Cabinet (Eight Phase Base Mounted)	EA	2	\$ 7,415.00	\$ 14,830.00
730-16.02	Eight Phase Actuated Controller	EA	2	\$ 3,124.00	\$ 6,248.00
Total Cost:					\$ 21,078.00

These Items are what Crossville Requested. (PEEK)

730-15.32	Cabinet (Eight Phase Base Mounted)	EA	2	\$ 10,788.00	\$ 21,576.00
730-16.02	Eight Phase Actuated Controller	EA	2	\$ 2,470.00	\$ 4,940.00
Total Cost:					\$ 26,516.00

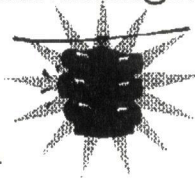
<u>Original Equipment Bid</u>	\$ 21,078.00
<u>Alternate Equipment Bid</u>	\$ 26,516.00
<u>Difference in Cost between Original & Alternate Equipment Bid</u>	\$ (5,438.00)

Excluded: Electrical Design, Engineering & Layout, Pavement Marking, Easements, Utility Fees
Sidewalk Repair, Street Repair, Roadway Permits, Rock.

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 Project Manager, Traffic Division
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ID NUMBER: 18759
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UNLIMITED



OPTION 2
PEEK + EAGLE