

**Approved**

SEP 10 2018

**REQUEST FOR AGENDA PLACEMENT FORM**

Submission Deadline - Tuesday, 12:00 PM before Court Dates

**SUBMITTED BY:** Ralph McBroom  
**TODAY'S DATE:** August 27, 2018

**DEPARTMENT:** Purchasing

**DEPARTMENT HEAD:** Ralph McBroom

**REQUESTED AGENDA DATE:** September 10, 2018

**SPECIFIC AGENDA WORDING:** Consider and approve renewal of RFB 2016-611 Road Signs and Road Markers for Johnson County with Custom Products Corporation at revised pricing.

**PERSON(S) TO PRESENT ITEM:** Ralph McBroom C.P.M.

**SUPPORT MATERIAL:** (See attached)

<b>TIME: 5 min</b> (Anticipated number of minutes needed to discuss item)	<b>ACTION ITEM: X</b> <b>WORKSHOP</b> <b>CONSENT:</b> <b>EXECUTIVE:</b>
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**STAFF NOTICE:**

<b>COUNTY ATTORNEY:</b>	<b>IT DEPARTMENT:</b>
<b>AUDITOR:</b>	<b>PURCHASING DEPARTMENT:</b>
<b>PERSONNEL:</b>	<b>PUBLIC WORKS:</b>
<b>BUDGET COORDINATOR:</b>	<b>OTHER:</b>

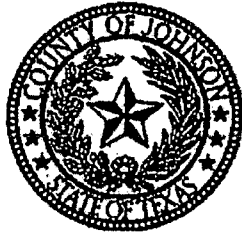
\*\*\*\*\*This Section to be completed by County Judge's Office\*\*\*\*\*

ASSIGNED AGENDA DATE: \_\_\_\_\_

REQUEST RECEIVED BY COUNTY JUDGE'S OFFICE \_\_\_\_\_

COURT MEMBER APPROVAL \_\_\_\_\_ Date \_\_\_\_\_

County of Johnson, Texas



Ralph McBroom, CPM  
Purchasing Agent  
[ramcbroom@johnsoncountytexas.org](mailto:ramcbroom@johnsoncountytexas.org)

Courtnei Bragg  
Assistant Purchasing Agent  
[cbragg@johnsoncountytexas.org](mailto:cbragg@johnsoncountytexas.org)

1102 E. Kilpatrick, Suite B  
Cleburne, Texas 76051  
(817)556-6382  
Fax:(817) 556-6385

August 16, 2018

Custom Products Corp  
PO Box 54091  
Jackson, MS 39288

RE: RFB 2016-611

Dear Ms. McGee,

Our contract with Custom Products Corp expires September 30, 2018. Johnson County would like to exercise our option to renew with your firm for another year at the same pricing pending your agreement and Commissioners Court approval. The new contract dates will be October 1, 2018 through September 30, 2019. Please sign below and return to me via email within 3 business days.

Sincerely,

Courtnei Bragg  
Johnson County Assistant Purchasing Agent

YES, I want to renew for another year

with acceptance of  
proposed increase attached

08-17-18

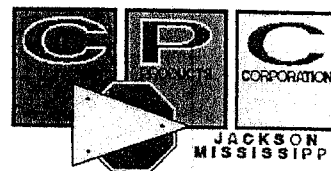
(Date)

NO. I do not want to renew

(Date)

# Traffic Control Devices • Sign Shop Supplies • Custom Graphics

601-932-5854 • 800-367-1492 • Fax 601-932-7178 • [www.cpcsigns.com](http://www.cpcsigns.com)



County of Johnson  
1102 E. Kilpatrick, Ste B  
Cleburne TX 76051

RE: RFB 2016-611

## RE: PRICE INCREASE REQUEST, Contract # 2016-611 "Road Signs and Road Markers"

To Whom It May Concern,

Thank you for the opportunity to renew contract 2016-611 with the county. CPC has enjoyed working with the county and would like to continue for the term of October 1, 2018 through September 30, 2019, but would require an increase in contract pricing due to the global aluminum crisis. Not only has aluminum raw material increased and becoming hard to come by, but the sheeting manufacturer 3M has had two increases on the cost of sheeting just in 2018.

This letter is to inform you that a 18.23% increase (6% sheeting and 12.23% aluminum) is needed on the traffic signs and 12.23% on bracket for Contract # 2016-611 for "Road Signs and Road Markers", due to raw material escalations. The price increase is based on old pricing from October 2017 (aluminum cost at time of renewal last) and new pricing as of August 2018. Attached are copies of purchase orders showing the increase in pricing since 2017.

### Section A Road Signs

Size/Description	Old\$Engineer	New\$Engineer	Old price HIP	NewpriceHIP		
12x18	7.13	8.43	7.87	9.30		
12x36	13.70	16.20	14.84	17.55		
18x24	13.70	16.20	14.84	17.55		
24x24	18.23	21.55	19.48	23.03		
30x30	26.78	31.66	30.32	35.85		
30x60	54.08	63.94	60.63	71.68		
30" Stop	26.25	31.04	28.90	34.17		
6x18	8.81	10.42	11.68	13.81		
6x24	11.74	13.88	15.56	18.40		
6x36	17.61	20.82	23.34	27.59		
Brackets	3.50	3.93				

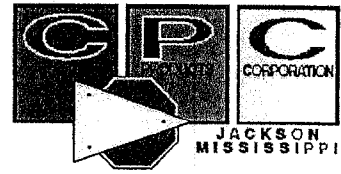
The increase would take effect upon approval by Johnson County in writing. Otherwise, CPC will need to reevaluate the current contract pricing to see if we need to be released from contract 2016-611, without penalties. Any consideration in this matter is greatly appreciated and we eagerly await your response.

If you have any questions, please feel free to contact me by phone at 888-905-5665, ext. 214 or email to [Heidi@cpcsigns.com](mailto:Heidi@cpcsigns.com).

**CUSTOM PRODUCTS CORPORATION**  
Post Office Box 54091 • Jackson, Mississippi 39288-4091

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## Did You Know?

There are four main factors that influence the Global Aluminum Price:

- 1. Aluminum Ingot** - Aluminum Ingot is a publicly traded commodity, so the price of the ingot and transportation to the mills are the first factor in aluminum pricing.
- 2. Conversion Factor** - The second factor in aluminum pricing is the additional cost per pound that aluminum mills charge for converting ingots to coil. Also, add in the delivery to the manufacturing factories, like CPC, that make products from the aluminum coils.
- 3. Tariffs** - The third factor is tariffs that affect every consumer on earth, directly or indirectly.
- 4. Supply and Demand** - The fourth factor relates to the United States economy and its' total dependence on foreign aluminum. There is only enough capacity in domestic mills to meet a small portion of the current US demand.

Sincerely,  
Heidi McGee

A handwritten signature in black ink, appearing to read 'Heidi McGee', with a long, sweeping horizontal line extending to the right.

**CUSTOM PRODUCTS CORPORATION**  
Post Office Box 54091 • Jackson, Mississippi 39288-4091

# Purchase Order 110430

Order Date 04/17/17

**Custom Products Corporation**

P.O. Box 54091  
Jackson, MS 39288-4091

Telephone: 601/932-5854

**Vendor:**

Mid South Aluminum Inc  
18 Stonecreek Circle  
Suite 100  
Jackson, TN 38305

**Ship To:**

CUSTOM PRODUCTS CORPORATION  
1120 FLOWOOD DRIVE  
JACKSON, MS 39232

**THIS IS A CLOSED PURCHASE ORDER**

Vendor	Vendor Fax Number	Vendor Telephone Number	Ship Via	F.O.B.	Terms	
MIDAL	731/661-9448	731/664-2210	Ppd bestway	Destination	Net 30 Days	
Buyer	Confirming To	Remarks	Freight	Tax		
MP				N		
Line	Qty. Ordered	Unit of Measure	Your Item Number	Our Item Number	Unit Price	Extended Price
	Qty. Received	Qty. Open	Item Description		Date Required	
5	18310.000 18310.000	LBS 0.000	30" .080 5052 ALUMINUM COIL 5052-H38 .080 X 30"	AC5052H3808030 1120CL	1.4830 08/28/17 ST	0.00
6	19562.000 19562.000	LBS 0.000	48" .080 5052 ALUMINUM COIL 5052-H38 .080 X 48"	AC5052H3808048 1120CL	1.4530 08/28/17 ST	0.00
<p>20" ID, 60" OD max, 8000# max, Gauge tolerance .080 + 0.00 / - .0035 (we prefer to be on the lighter side of the gauge with a minimum gauge of .0765), width range - over 6.0" - 12" +/- .006 over 12" - 24" +/- .010 over 24" - 48" +/- .020, tension leveled, light oil, corrosion free, eye to the sky Mill certs required on all items - must comply with ASTM-B209 physical and chemical properties. Please list individual coil #'s, weights, and linear footage on the packing list. Deliver on van / heated van from Dec - Feb @ 60-70 degrees. Receiving hours 7:00 am - 3:00 pm contact Tim George 601-932-5854, no appointment necessary. Rear loading preferred. We would also like to have moisture indicating tag on coils.</p>						
<p><i>All price changes must be confirmed and a revised purchase order sent before shipment is made. If the invoice does not match our purchase order total, payment will not be issued. Please confirm all changes to purchasing@cpcsigns.com or 601-932-7178.</i></p>					NonTaxable Subtotal	0.00
					Taxable Subtotal	0.00
					Tax	0.00
					Total Order	0.00

# Purchase Order 113614

Order Date 01/02/18

**Custom Products Corporation**

P.O. Box 54091  
Jackson, MS 39288-4091

Telephone: 601/932-5854

**Vendor:**

Mid South Aluminum Inc  
P.O. BOX 1060  
TOLEDO, OH 43697

**Ship To:**

CUSTOM PRODUCTS CORPORATION  
1120 FLOWOOD DR.  
FLOWOOD, MS 39232

**THIS IS A CLOSED PURCHASE ORDER**

Vendor	Vendor Fax Number	Vendor Telephone Number	Ship Via	F.O.B.	Terms	
MIDAL	731/661-9448	731/664-2210	Ppd	Destination	Net 30 Days	
Buyer	Confirming To	Remarks	Freight	Tax		
MP				N		
Line	Qty. Ordered	Unit of Measure	Your Item Number	Our Item Number	Unit Price	Extended Price
	Qty. Received	Qty. Open	Item Description	Date Required		
5	17970.000 17970.000	LBS 0.000	18" .080 5052-H38 ALUMINUM COIL 5052-H38 .080 X 18"	AC5052H3808018 1120CL	1.7490 05/07/18 ST	0.00
6	30092.000 30092.000	LBS 0.000	24" .080 5052 ALUMINUM COIL 5052-H38 .080 X 24"	AC5052H3808024 1120CL	1.6640 05/07/18 ST	0.00
7	19794.000 19794.000	LBS 0.000	30" .080 5052 ALUMINUM COIL 5052-H38 .080 X 30"	AC5052H3808030 1120CL	1.6640 05/07/18 ST	0.00
8	18792.000 18792.000	LBS 0.000	36" .080 5052-H38 ALUMINUM COIL 5052-H38 .080 X 36"	AC5052H3808036 1120CL	1.6340 05/07/18 ST	0.00

*All price changes must be confirmed and a revised purchase order sent before shipment is made. If the invoice does not match our purchase order total, payment will not be issued. Please confirm all changes to purchasing@cpcsigns.com or 601-932-7178.*

1223%



December 1, 2017

To Our Valued Customers:

Beginning February 1, 2018, 3M Transportation Safety Division (TSD) is implementing list price increases of approximately 4% on most of its products. These changes are necessitated by the escalating costs of raw materials.

Raw materials that are used in all of our product portfolios, Traffic Sign Sheeting, Conspicuity Tape, Pavement Markings, Temporary Traffic Control Materials, and Vehicle Registration Materials, are experiencing raw material increases from our suppliers and costs outside of our control have risen to levels beyond our ability to absorb them.

If you have any questions regarding these changes or your existing contract(s), please contact your 3M TSD Sales or Customer Service representative.

We remain focused on cost containment, efficiency and productivity and are committed to continually providing the highest quality products and service levels in the Transportation Safety industry.

Sincerely,

A handwritten signature in black ink, appearing to read 'Nir Leshem'.

Nir Leshem  
US Business Director  
3M Transportation Safety Division

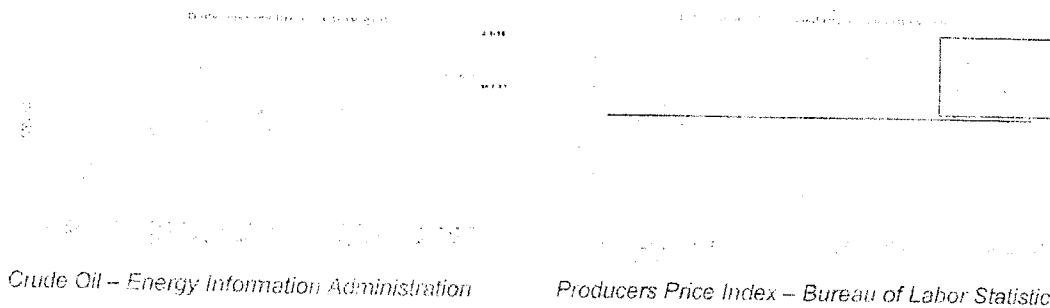
If you're having trouble viewing this email, please [click here to view in a browser](#)



To Our Valued Customers:

Beginning on July 28, 2018, 3M Transportation Safety Division is implementing list price increases of approximately 2% on most of its products including traffic sign sheeting, conspicuity tape, pavement markings, temporary traffic control materials, and vehicle registration materials. 3M is executing these changes due to recent and ongoing, significant raw material and other cost increases.

Several factors are contributing to raw material and other cost increases affecting 3M Transportation Safety Division products. Over recent months, crude oil has increased significantly resulting in downstream increases in many of the raw material inputs for our products. Other factors that have affected the cost of manufacturing our products include wage inflation, referenced by the Bureau of Labor Statistics and part of the Producers Price Index, and an increased cost in logistics and freight.



As a result, effective July 28, 2018, 3M will implement a 2% list price increase on its Transportation Safety Division products noted above. 3M will provide you an updated price file which will reflect these price changes for the 3M products you purchase. If you have any questions regarding these changes or your existing contract(s), please contact your 3M Transportation Safety Division Sales or Customer Service representative.

3M understands the impact price adjustments have on our customers and appreciates your continued support and business. 3M continues to use Lean Six Sigma, our global sourcing network, and ongoing optimization of our manufacturing processes to minimize price adjustments. In 3M Transportation Safety Division, we are committed to continually providing high quality products and service levels to our industry.

Sincerely,

Nir Leshem  
U.S. Business Director  
3M Transportation Safety Division



**Custom Products**

Size and Description	Road Sign Only, Engineer Grade	AUGUST 2018 Road Sign Only, Engineer Grade	Road Sign Only, Prismatic Sheeting	AUGUST 2018 Road Sign Only, Prismatic Sheeting	Hardware	AUGUST 2018 Hardware	Required Delivery in days	AUGUST 2018 Required Delivery in days	Vendor Delivery time in days
12 inch x 18 inch	per each	\$8.43	per each	\$9.30	\$0.86		5-10 days		5-10 days
12 inch x 36 inch	\$13.70	\$16.20	\$14.84	\$17.55	\$0.86		5-10 days		5-10 days
18 inch x 24 inch	\$13.70	\$16.20	\$14.84	\$17.55	\$0.86		5-10 days		5-10 days
24 inch x 24 inch	\$18.23	\$21.55	\$19.48	\$23.03	\$0.86		5-10 days		5-10 days
30 inch x 30 inch	\$26.78	\$31.66	\$30.32	\$35.85	\$0.86		5-10 days		5-10 days
30 inch x 60 inch	\$54.08	\$63.94	\$60.63	\$71.68	\$1.72		10-15 days		5-10 days
30 inch Stop Sign	\$26.25	\$31.04	\$28.90	\$34.17	\$0.86		5-10 days		5-10 days
6 inch x 18 inch Street Sign Covered engineer grade reflective sheeting, green	8.81 w/Names	\$10.42	11.68 w/Names	\$13.81	3.50 ea. 3.5 blade holder cap fcr round or U channel post		10-15 days		5-10 days
6 inch x 24 inch Street Sign	11.74 w/Names	\$13.88	15.56 w/Names	\$18.40	3.50 ea. blade holder	3.93	10-15 days		5-10 days
6 inch x 36 inch STREET SIGN	17.61 w/Name	\$20.82	23.34 w/Name New 27.59	3.50 ea. 5.5" slot blade holder			10-15 days		5-10 days
Price 1 color sign only Add 10% add color									