

J. O. Herbert Company, Inc.
 12626 Wilfong Drive
 P. O. Box 5450
 Midlothian, VA 23112
 804-763-6480 / (fax)804-763-6490

Quote

Date	Quote #
6/8/2017	6892-REV

Name / Address
Town of Vienna Attn: Accounts Payable 127 Center St S Vienna, VA 22180

Ship To
Town of Vienna-DPW Northside Property Yard 600 Mill Street, NE Vienna, VA 22180 Attn: Chad Charles

Customer Contact	Customer Fax	Terms	FOB	Rep	Delivery
Jeff Tufano	703 319 8608	Net 30	destination	CD	60-90 days A.R.O.

Item	Description	Qty	Cost	Total
Generic Part	352i ATCC-HV, IA-24CH, FITA-24CH, OA-16CH, FOTA-16CH, SA, NATURAL Qty 1- ADU, 2220-MC AUX DISPLAY UNIT 9-LOAD SWITCH, 2202-HV-MC-HDSP/FLASHER UNIT 2-SIU, 2218-MC SERIAL INTERFACE UNIT 1-CMU, 2212 HV-MC(ip) 32 CHANNEL W/ ETHERNET PORT 1-CABLE, TS2-1 CONTROLLER PWR 1-ATC eX2 NEMA CONTROLLER TS2-1 1-OMNI INTERSECTION CONTROL SOFTWARE	2	10,852.00	21,704.00
MCC-M84650	CMU Datakey Programmer, EDI Monitorkey-USB	1	480.90	480.90
MCC-M60560	Riser Assy, 332, 12" NAT	2	270.00	540.00

Commonwealth of Virginia SWaM certification #009860

Total \$22,724.90

Credit Cards Accepted (AMEX, VISA, MC)
 Credit For New Customers Must Be Approved Before Acceptance Of Purchase Order

****PRICES GOOD FOR 30 CALENDAR DAYS FROM DATE OF THIS QUOTE.**
 Minimum restock fee of 25% will be charged for all items returned in new (unused) condition.
 This Quotation includes and specifically incorporates herein by reference all terms and conditions set forth on the attached Special Terms & Conditions.
 Acceptance of this Quotation by Buyer shall constitute acceptance of all terms herein as well as those set forth in the Special Terms and Conditions.

TOWN OF VIENNA

Request For Waiver

Req #	Dept DPW	Date 6/13/17	Dept Head Signature <i>Michael Gallagher</i>	Proposed Vendor J.O. Herbert Co., Inc	Amount \$ \$22,724.90
A Request For Waiver is required by the Town's Procurement Policies and Procedures. Check the box below that applies to the proposed purchase.					
Sole Source/Proprietary		<input checked="" type="checkbox"/>	Emergency Procurement	<input checked="" type="checkbox"/>	Waive Purchase Procedures
					<input type="checkbox"/>

CHECK JUSTIFICATION(S) BELOW THAT APPLY TO THE PROPOSED PURCHASE AND SUPPLY DOCUMENTATION/EXPLANATION AS REQUIRED

- ☐ 1. Commodity/Service is from the original manufacturer or provider. There are no other distributors. (Findings must be documented below or attached)
- ☐ 2. The product is an integral part of existing equipment. Other brands not interchangeable. (State manufacturer and model number of existing equipment below.)
- ☐ 3. Only known product that meets the specialized needs of the department to bring about continuity of results. (Explain in detail below or attached)
- ☐ 4. Staff has had extensive training and/or experience with the product. Purchase of other than proposed product would incur substantial cost in re-training. (Explain in detail below or attached)
- ☒ 5. Purchase of this item/service is of an urgent nature because it is essential to public health & safety. (Describe in detail below)
- ☐ 6. Unable to obtain 3 or more quotes for item/service (Explain in detail below or attached)
- ☐ 7. None of the above apply. (State justification below and explain in detail)

Explanation:

The Department of Public Works requests permission to waive competitive procurement procedures to use J.O. Herbert Company, Inc. as a sole source vendor to purchase McCain Traffic Controllers and Cabinets.

Traffic Engineering is requesting to purchase two traffic cabinets - one as a replacement for Nutley and Maple Avenue and one to have as backup. On 06/06/17, the traffic cabinet at Nutley and Maple stopped working the exact cause is unknown. The outage resulted in traffic being re-routed, the police department had officers directing traffic during the evening rush hour and notification was sent to all local media, school board and other transportation agencies urging drivers to avoid the area if possible. An old traffic cabinet is currently being used until a new cabinet can be purchased.

Funds will come from account: Capital funds will be used

Date Council Will Consider Award: 07/10/2017

Reviewed by: *[Signature]* Date: 6/13/17 Reviewed by: *[Signature]* Date: 6/14/17
Purchasing Agent Town Attorney

Reviewed and Approved by: *[Signature]* Date: 6/19/17
Finance Director

Reviewed and Approved by: *[Signature]* Date: 6/20/17
Town Manager

**TOWN OF VIENNA, VIRGINIA
NOTICE OF SOLE SOURCE PROCUREMENT
IN EXCESS OF \$20,000**

DESCRIPTION:

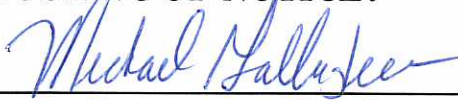
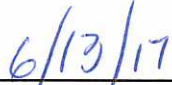
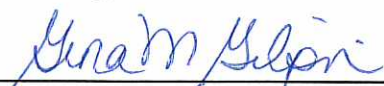
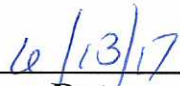

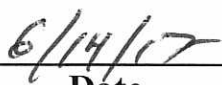
The Department of Public Works requests permission to waive competitive procurement procedures to use J.O. Herbert Company, Inc. as a sole source vendor to purchase McCain Traffic Controllers and Cabinets.

BASIS:

Traffic Engineering is requesting to purchase two traffic cabinets - one as a replacement for Nutley and Maple Avenue and one to have as backup. On 06/06/17, the traffic cabinet at Nutley and Maple stopped working the exact cause is unknown. The outage resulted in traffic being re-routed, the police department had officers directing traffic during the evening rush hour and notification was sent to all local media, school board and other transportation agencies urging drivers to avoid the area if possible. An old traffic cabinet is currently being used until a new cabinet can be purchased. Capital funds will be used for this purchase.

DATE COUNCIL WILL CONSIDER AWARD: 07/10/2017

POSTING OF NOTICE:

 _____ Department Head	 _____ Date
 _____ Purchasing Agent	 _____ Date
 _____ Town Attorney	 _____ Date

NOTICE OF AWARD: Pursuant to Virginia Code, paragraph 2.2-4301, the Vienna Town Council awarded the above referenced contract on _____ as the only practical source available. Council has made such determination on the basis of the facts described herein.

_____ Mayor	_____ Date
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June 12, 2017

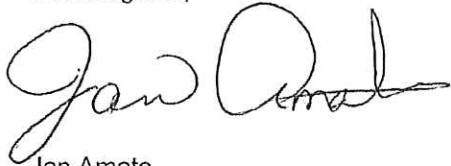
To whom it may Concern:

This letter is to confirm that J.O. Herbert Co., Inc. is the Sole Source Provider for McCain Traffic Controllers and Cabinets for the states of Virginia, West Virginia, Maryland and D.C.

As our Distributor, McCain will fully support J.O. Herbert Co. for all related sales, warranties and technical support. This insures that our customers will get the best products and services the industry has to offer with full support from our trained and authorized local representative.

If you have any further questions, please don't hesitate to contact me.

Best Regards,



Jan Amato
Account Manager
jamato@mccain-inc.com
760 734-5068

Pruitt, Katrina

From: Serfass, Marion
Sent: Wednesday, June 7, 2017 1:21 PM
To: Gallagher, Michael
Cc: Pruitt, Katrina; Gilpin, Gina; Rose, Rana; Donahue, David
Subject: Re: Emergency Purchase - Traffic Cabinet

Follow Up Flag: Follow up
Flag Status: Flagged

We will find capital money for this.

Sent from my iPhone

On Jun 7, 2017, at 11:40 AM, Gallagher, Michael <Michael.Gallagher@viennava.gov> wrote:

When it rains....

Sent from my iPhone

On Jun 7, 2017, at 11:27 AM, Pruitt, Katrina <Katrina.Pruitt@viennava.gov> wrote:

Hello Gina,

The traffic light at Nutley and Maple is out and we may need to purchase another cabinet. Traffic engineering is currently working on this and will keep us updated on what emergency purchases need to be made. When I spoke with Chad and he said a new cabinet could possibly cost around \$15,000.00.

Thanks,

Katrina Pruitt
Public Works Specialist
Town of Vienna
127 Center Street South
Vienna, VA 22180
703-255-6383 - office
703-255-5722 - fax
katrina.pruitt@viennava.gov

Pruitt, Katrina

From: Gallagher, Michael
Sent: Thursday, June 8, 2017 8:23 AM
To: Noble, Douglas; Springsteen, Howard; Janickey, Daniel; COUNCIL
Cc: Payton, Mercury; Pruitt, Katrina; Charles, Chad; Donahue, David; Wooden, Jonathan; Serfass, Marion; Rose, Rana
Subject: RE: Maple Ave/Nutley intersection UPDATE

Follow Up Flag: Follow up
Flag Status: Flagged

Dear Mayor and Town Council,

The signal failure yesterday was caused by a complete failure of the cabinet itself. The exact cause is unknown as this point, but we confirmed power to the signal was not the problem. We were able to use the spare cabinet in our shop as a temporary replacement until we acquire a new cabinet for this intersection. We initiated the emergency procurement process yesterday and we will request official Council approval on July 10th.

Sincerely,

Michael J. Gallagher, PE
Director of Public Works
Town of Vienna
127 Center St. S
Vienna, VA 22180
(703) 255-6389 (Office)
(703) 255-5722 (Fax)
Michael.Gallagher@viennava.gov
www.viennava.gov
We're on [Facebook](#)!
Follow us on [Twitter](#)!



From: Noble, Douglas
Sent: Wednesday, June 07, 2017 11:40 PM
To: Springsteen, Howard; Janickey, Daniel; COUNCIL
Cc: Payton, Mercury; Gallagher, Michael
Subject: Re: Maple Ave/Nutley intersection UPDATE

Howard,

The appears to be a power supply issue rather than a controller failure. Even w/ a controller failure it should just drop into flash operation. If a recall correctly we did authorize purchase of spares recently.

I will be most interested in learning from Mike's team what the root cause of the failure was.

Doug

Get Outlook for iOS

On Wed, Jun 7, 2017 at 9:23 PM -0400, "Springsteen, Howard" <HSpringsteen@viennava.gov> wrote:

Thanks for the update. Would it make sense to have a new spare controller in stock?

Howard Springsteen
Vienna Town Council

From: Janickey, Daniel
Sent: Wednesday, June 07, 2017 8:35 PM
To: COUNCIL
Cc: Payton, Mercury
Subject: Re: Maple Ave/Nutley intersection UPDATE

Traffic signal is appears to be working properly. Police are clearing now and will monitor throughout the night to ensure working for morning rush hour. Thanks
Dan

Sent from my iPhone

On Jun 7, 2017, at 2:23 PM, Janickey, Daniel <dan.janickey@viennava.gov> wrote:

Council,

You all may have heard earlier today this intersection was without power due to a problem with the traffic control box. DPW has been working on the problem all day trying to diagnose, however they are still unsure how long before it is restored and working properly.

We are planning on having police officers in the intersection during evening rush hour today to direct traffic. We do anticipate this impacting rush hour traffic and have notified all local media, school board and other transportation agencies urging drivers to avoid the area if possible. We'll keep you posted when it is back to normal. Any questions let me know. thanks

Dan

Daniel Janickey
Deputy Chief of Police
Town of Vienna Police Department
703 255 6397

From: "Donahue, David" <david.donahue@viennava.gov>
Date: June 7, 2017 at 12:42:12 PM EDT
To: "Gallagher, Michael" <michael.gallagher@viennava.gov>
Subject: Fwd: Nutley traffic light power loss

Mike, the traffic seems to be pretty messed up already due to closing the section of Nutley Street. Do we have an option to have the traffic control by police officers to

allow for better movement? I think it's going to get really messy at rush-hour if we don't.

Dave

Begin forwarded message:

From: "ViennaAlertCenter@viennava.gov" <noreply@everbridge.net>
Date: June 7, 2017 at 10:56:14 AM EDT
To: "David.donahue@viennava.gov" <david.donahue@viennava.gov>
Subject: Nutley traffic light power loss
Reply-To: "ViennaAlertCenter@viennava.gov" <conf-59381406e4b0be463274d44e-59381405e4b05c4d989a6c96@smtpic-ne.prdl.everbridge.net>
[https://www.viennava.gov/images/pages/N787/ViennaAlertA.png]

Important Message from the Town of Vienna - June 7, 2017

The traffic light on Nutley Street adjacent to Maple Avenue has no power. The traffic box controlling the light will need to be replaced, which will take approximately 6-8 hours. Nutley Street is closed between Maple Avenue and Windover Avenue, as well as between Maple Avenue and Courthouse Road. Maple Avenue itself will remain open to traffic.

Public Information Office
Town of Vienna
127 Center Street South
Vienna, VA 22180
703-255-6330
pio@viennava.gov

</conf-59381406e4b0be463274d44e-59381405e4b05c4d989a6c96@smtpic-ne.prdl.everbridge.net>/david.donahue@viennava.gov</noreply@everbridge.net>/michael.gallagher@viennava.gov</david.donahue@viennava.gov>/dan.janickey@viennava.gov