



Memo

TO: Mayor Manier and City Council
FROM: Ed Andrews, Public Works Director
DATE: June 9, 2017
SUBJECT: Replacement Paint Hand Cart

This year's budget provided for the replacement of the pavement striping hand cart. This is after Street Department staff reviewed a number of machine options and selected the Graco 3900 LineLazer Striping Machine for continued hand work inhouse. This is a similar unit to the one that is being replacement, but would include a glass bead paint dispenser to help meet IDOT reflectivity standards on paint.

Staff obtained the following quotes, with the following results (see PDFs for full quotes):

Sherwin-Williams	\$6,716.50 (dual gun – no auto layout)
Diamond Vogel	\$6,875.75 (dual gun w/ auto layout / skip dashing)

Sherwin-Williams pricing reflects a discount of \$100 from a current special that amended their original quote. Neither included the auto layout option which Diamond Vogel's quote includes.

As such, it is recommended to go with Diamond Vogel's quote in the amount of **\$6,875.75** to obtain the auto layout option.

This matter has been placed on the City Council consent agenda of Monday, June 12, 2017 for review and approval.



**SHERWIN
WILLIAMS.**

PRICE QUOTATION

Account #: 1901-0760-7

04/12/2017
Quote #: 3541686

CITY OF WASHINGTON
115 W JEFFERSON ST
UPPR
WASHINGTON, IL 615711454
(309) 444-3196

Project:	LINELAZER V 3900, 2 GUN MECHANICAL
Start Date:	04/12/2017
Completion Date:	04/30/2017
Purchase Type:	Single Purchase

We are pleased to quote you as follows:

SALES NUMBER	SIZE	PRODUCT/REX NUMBER	DESCRIPTION	QTY	PRICE
1006-64812	EACH	100664812	LLV3900STRD 2MECHGUN	1	\$5,195.00
Note: Graco LineLazer 3900 - 2 Gun Manual - Includes coupon for 8 free tips with mail-in rebate					
997-5152	EACH	.09975152	2GUN BEAD DISPENSER	1	\$835.00
Note: Graco Bead attachment with 2 gun setup					
113-5797	EACH	.01135797	12' BEAD SYSTEM ACCE	1	\$686.50
Note: Graco Bead Attachment with 1 Gun Setup					
TOTAL PRICE:					\$6,716.50

We thank you for your consideration of Sherwin-Williams products and look forward to supplying these products to you.

Note: All prices are per gallon/unit.

TERMS OF THE SALE

Quotation Expires: 04/30/2017

F.O.B. Location:

Freight Terms:

Terms: As Agreed

By: Jason O Connell

Store Address: 120 DETROIT AVE

City: MORTON State: IL Zip: 61550 9999

Store Number: 3416

Phone: (309) 263-2189

Territory #: 4806

NOTICE: Please take notice that the quotation set forth above is not a contract and is subject to and conditioned upon approval by SHERWIN-WILLIAMS. In the event such approval is not obtained, you will be provided with a revised quotation and the quotation set forth above shall be null, void and of no force or effect. The pricing and recommendations detailed in this proposal represent confidential information provided by SHERWIN-WILLIAMS. We request that it not to be copied or shared with others outside your firm.

Diamond Vogel 
The Miracle of Paint™

Date: 5/16/17
Expiration Date:

To Jason
McCombs,
City of
Washington

[illegible]

Ed Andrews

From: Kevin Schone
Sent: Tuesday, May 30, 2017 11:51 AM
To: Ed Andrews
Cc: Kirk Hoog
Subject: FW: Updated Quote
Attachments: Graco 3400 Sell Sheet & Specs.pdf; City of Washington 2017 Equipment Striping Quote 5-23-17.docx

Ed,

Diamond Vogel couldn't reduce the price of their machine like Sherwin Williams did but added an automatic gun to go with the manual gun. If you think this might be a useful tool for us and worth the difference in price let me know otherwise we need to prepare a communication for Council for Sherwin Williams and get going on the paint.

Thanks

From: Curt.Moser@diamondvogel.com [mailto:Curt.Moser@diamondvogel.com]
Sent: Tuesday, May 23, 2017 1:20 PM
To: Kevin Schone <kschone@ci.washington.il.us>
Cc: Brian.Conn@diamondvogel.com
Subject: Updated Quote

Good afternoon Kevin, as per our discussion, I am sending you an updated quote on the 3900 LineLazer Striping Machine. The price is the same as I gave you before, but I am upgrading the unit to 1 Gun Mechanical, 1 Gun **Automatic**. Having an automatic gun will simplify operations, and will increase overall efficiency of the unit. The auto layout feature normally adds on another \$900.00 to the price of the unit, so this would be a great overall value. I am resending the specs on the unit also, so you can see the benefits of having this upgrade (Pages 6-8). Also, as we discussed, we will have someone who is familiar with the operation of the unit come and demonstrate the unit, as well as answer questions. Please let me know if you have any questions/comments. Thanks Again!

Curt

Curt Moser
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Peoria IL/Burlington IA Market
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