

Reviewed By:

Zeke Lynch \_\_\_\_\_

Janet Herman \_\_\_\_\_

**MEETING DATE:** March 11, 2025**STAFF PERSON RESPONSIBLE:** Kevin Bond, Traffic Services Supervisor**DESCRIPTION:** Purchase Order to Swarco Industries, LLC. for 2025 Reflective Beads Purchase – material only, no services, in the Amount of \$168,960.00, Douglas County Project Number TF2025-010.**SUMMARY:** Douglas County Signs and Markings has a business need to purchase reflective glass bead material for their 2025 traffic operations long line maintenance striping projects.

The amount of reflective glass bead materials needed is:

- 264,000 lbs of Colorado Blend Type 2 Beads @ \$0.64/lb totaling \$168,960.00

The Swarco Colorado Spec Blend Type 2 beads have been tested and proven to be the most effective product for maintenance operations. It is also the most compatible bead for our traffic paint.

The Purchase Order Request will be submitted to Finance upon Board of County Commissioners Approval. Funding is available in Business Unit 31600.448500, Fund 200.

**RECOMMENDED ACTION:** Approval of a Purchase Order to Swarco Industries, LLC. for 2025 Reflective Beads Purchase – material only, no services, in the Amount of \$168,960.00, Douglas County Project Number TF2025-010.**ATTACHMENT(S):** Swarco Reflective Bead Quote

**Review:**

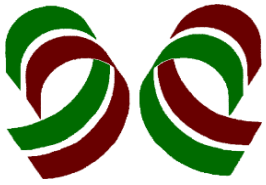
Janet Herman

Legal Department

Finance Department

County Administration

Board of County Commissioners



**Douglas County Government**  
 Finance Department, Purchasing Division  
 100 Third Street, Suite 130  
 Castle Rock, Colorado 80104  
 Phone: 303-660-7430

**Date Requested:** 02/18/24 **County Contact:** Kevin Bond  
**Department Name:** Signs and Markings **Telephone Number:** 303-660-7475  
**Delivery Address:** 3180 N. Industrial Way, Castle Rock, CO 80109

**Department Authorization**

I certify that the purchase listed below is necessary for the proper operation of Douglas County and to my knowledge funds are available in the current budget.

**Authorized Department Official**

**Account Number:** 31600.448500

| Vendor (Name & Address)                   |
|---|
| SWARCO Industries Inc Vendor #: 1178100   |
| PO Box 89                                 |
| Columbia, TN 38402                        |
| 800-216-8781   darryl.anderson@swarco.com |

| Qty.   | Unit | Description/Specifications (please include detailed information regarding this purchase, i.e., bid number, quotes attached, etc.) | Unit Price         | Amount              |
|--------|------|---|--------------------|---------------------|
|        |      | Reflective Beads Purchase - material only, no services.   |                    |                     |
| 264000 | lbs  | Colorado Spec Type 2  | \$ 0.64            | \$168,960.00        |
|        |      | **Quote attached**  |                    |                     |
|        |      |   |                    |                     |
|        |      |   |                    |                     |
|        |      |   |                    |                     |
|        |      |   |                    |                     |
|        |      |   |                    |                     |
|        |      |   |                    |                     |
|        |      |   |                    |                     |
|        |      |   | <b>Total Price</b> | <b>\$168,960.00</b> |

**Special Instructions:**  
 Email invoices to traffic@douglas.co.us  
 Prior notification required 24 hrs in advance of delivery. Please call Greg Green at 303-663-6179 to schedule deliveries M-F 7:00 a.m. - 3:30 p.m. MDT.  
 All loads must be tarped for delivery. Deliver material in 2,000lb Supersacks.

**\*\* PLEASE ATTACH A COPY OF THE AGENDA ITEM FOR ALL BOCC APPROVED PURCHASES \*\***

| FOR PURCHASING USE ONLY          |                                    |  |  |
|----------------------------------|------------------------------------|--|--|
| <b>Purchase Order No.:</b> _____ | <b>Accounting Review:</b> _____    |  |  |
| <b>Vendor Number:</b> _____      | <b>Budget Review:</b> _____        |  |  |
| <b>Date Entered:</b> _____       | <b>Cty Manager Approval:</b> _____ |  |  |
| <b>Entered By:</b> _____         | <b>BOCC Approval:</b> _____        |  |  |
|                                  | <b>BOCC Approval:</b> _____        |  |  |

## MEMORANDUM

DATE: February 18, 2024

TO: Janet Herman, P.E., Director of Public Works

THRU: Zeke Lynch, P.E., Assistant Director of Public Works

FROM: Kevin Bond, Traffic Services Supervisor

SUBJECT: 2025 Reflective Glass Beads Purchase – Materials Only – TF2025-010

Copy: Ashley Pennick, Kathie Haire, Greg Green, Deanne Stevenson

ATTACH: Quote

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**Action Item #1:**

Attached for your review and approval is the acceptance of Swarco Industries, LLC for the 2025 Reflective Glass Beads purchase. The amount of the proposed agreement will exceed \$100,000 and will require approval by the Board of County Commissioner's (BOCC) at a regular business meeting.

**Background Information:**

Douglas County Traffic Services uses reflective glass beads in its maintenance operations for long line striping. The Swarco Colorado Spec Type 2 beads have been tested and proven to be the most effective product for maintenance operations. This is a "Materials Only" purchase and there will not be any services that Swarco will provide.

**Consultant Selection Process (Includes Proposed Amount (Price and Time)):**

Swarco is the preferred vendor. After receiving a price quote from Swarco, Douglas County Traffic would like to accept the prices in this quote for our reflective beads purchase. The number of beads needed is 264,000 lbs. The quote for \$0.64 per pound would total \$168,960.00

**Funding:**

Please use Business Unit 31600.448500, fund 200.

**If you approve of the above mentioned actions, please sign below:**

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**Janet Herman, P.E.**

**Director of Public Works**

If you approve of the use of a Sole Source / Preferred Vendor Contract (signatures are required ALWAYS from Doug Debord and Janet Herman below no matter the amount of the contract (\$\$), otherwise type or print in "N/A" for not applicable) for this work, then please sign below:

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*(Signature required if greater than \$25K)*

**Janet Herman, P.E.**

**Director of Public Works**

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*(Signature required if greater than \$25K)*

**Douglas J. Debord**

**County Manager**

Upon completion of your review and approval, please return the signed documents (including this memorandum) to **Ashley Pennick** in order to complete the next steps required to move this request forward. If you have any questions or require additional information, please contact Kevin Bond, ext. 7475 (Project Manager).

Quoted To: Douglas County  
 Date : 45688  
 Ph# 303-663-6179  
 Email 0  
 Location 3080 N Industrial Way Castel Rock, CO 80104  
 Quoted by: Darryl Anderson

**GLASS BEADS 2025 Prices**

Packaging: Materials packed in 50#(22.5 KG) bags unless specified otherwise. Minimum shipment will be 2,000 lb. increments. Standard packaging includes multi-ply polylined bags covered with a weather resistant polyethylene cap and machine applied stretch wrap stacked on a 42" x 42" pallet. Bulk boxes, super-sack or customized packaging available upon request.

| QUANTITY        | UNIT | DESCRIPTION   | UNIT PRICE |
|-----------------|------|---|------------|
| 44,000          | lbs. | Colorado Blend 40% (T-20 coated), 2000lb Super Sacks        | \$ 0.80    |
| <i>Per Load</i> |      | AASHTO M-247 Type I   | \$ 0.56    |
|                 |      | AASHTO M-247 Type II  | \$ 0.60    |
|                 |      | <b>Colorado Spec Type 2</b>                                 | \$ 0.64    |
|                 |      | Price quote is delivered price in full truckload quantities |            |
|                 |      | FOB for LTL   |            |

- Ship to location:
- Quantity:
- Estimate per ton:
- Prepaid: and added to invoice.
- Other: All delivered bead quotes \ prices are subject to Fuel Surcharges based on changes in National Fuel Index
- Prices are FOB Swarco Plants unless specified otherwise.
- Terms: n/30 with approved credit or proper project information.
- Swarco is now accepting Visa and MasterCard.
- Prices are subject to change without notice.
- RETURNS SUBJECT TO 15% RESTOCKING FEE. RETURNS AUTHORIZATION FORM MUST ACCOMPANY RETURN SHIPMENTS.

Remarks: We appreciate the opportunity to quote on our premium highway safety and marking products. Please call us at 1-800-216-8781 (TN office) or 1-877-634-2589 (TX office) if you have any questions or require further assistance.

Best Regards,