



HIGHLANDS COUNTY BOARD OF COUNTY
COMMISSIONERS (HCBCC)
PURCHASING DIVISION
600 S. Commerce Ave
Sebring, FL 33870
(863) 402-6500

DATE: December 21, 2021

BID NO. 21-004

ADDENDUM No. 1

Project.: Paint Striping Truck

This addendum is being issued to answer questions received on this solicitation.

Questions and Answers

Q1	<p>1. Page 12; Item 9. -<i>“Finish coat color for platform and above deck shall be white to match chassis. A high solid urethane with enhancer or equal. Below deck components shall be painted black.”</i></p> <p>Q: Our current standard practice is to powder coat the platform/deck white and powder coat below deck components black. We feel the powder coat system provides a more durable baked on finish. Will this powder coating be acceptable as an <i>“equal”</i> to the urethane with enhancer painted surfaces specified?</p>
A1	<p>Yes, we'll accept</p>
Q2	<p>2. Page 12; Item 10. <i>“All fasteners shall be chromium or cadmium plated.”</i></p> <p>Q: Chromium or cadmium plated fasteners are not common to our industry and are used mainly for military and aircraft use. We stock as an industry standard and more commonly available <i>“off-the-shelf”</i> Zinc (grade 5) and Zinc Chromate (grade 8) fasteners. Is there a specific reason or purpose for restricting the manufacturer to chromium or cadmium plating on all fasteners, or will our current stock of fasteners be considered as an equal?</p>
A2	<p>No use RFP specifications. Zinc fasteners will not be acceptable.</p>
Q3	<p>3. Page 13; Item 17. <i>“The platform framing shall be constructed of 3-inch structural channel members and 5-inch structural longitudinal members to support all equipment required mounted on it. The spacing of cross members shall not exceed 1.5 feet. Perimeter tubing shall be 2-inch by 4-inch.”</i></p>

	<p>Q: Our standard platform construction and practice is to use 3" cross members and 4" structural channel longitudinal members. 2" x 4" perimeter tubing would have exposed welds and a slight separation where the tread plate is welded to the tubing which can be an area of future build up and corrosion. Will our standard construction be acceptable for performance reasons, and so as not to restrict us from using our standard production materials, processes, and procedures?</p>
A3	Conditional acceptance upon structural engineers sign & sealed drawing.
Q4	<p>4. Page 13; Item 20. <i>"The platform shall have a 1/8-inch medium pattern non-slip tread surface."</i></p> <p>Q: For rigidity and durability our standard platform construction and practice is to use a heavier 3/16" smooth steel deck plate. We press a 90-degree double bend in 3/16" thick plate edge inward to create a seamless 5" tall, inverted C channel (.1875" thick) outside edge. We apply non-slip grip tape to the top surface in all walk areas. Will this also be acceptable?</p>
A4	No, Non- slip tape will not be accepted due to wear & tear maintenance issues.
Q5	<p>5. Page 14; Item 22. <i>"Steel railing shall be installed around the platform where necessary and bolted in place."</i></p> <p>Q: Will the County also accept steel railings welded to the deck for strength and durability? Our concern with bolted railings is over time in a mobile application they can loosen and become unstable.</p>
A5	No, use RFP Specification with bolts.
Q6	<p>6. Page 14; Item 23. <i>"Rear bumper shall have a minimum 12-inch width and extended across the rear of the platform. It shall be at least 15-inches above road surface. The bumper support shall be at least 4" by 5.5-inch channel steel on both sides."</i></p> <p>Q: When a "cone platform" is "mounted on the rear of the truck" (Page 14; Item 27.), this structure usually replaces and acts as a rear bumper. Is it the County's intent for the manufacturer to install an additional piece of 12" wide steel bumper supported by 4" x 5.5" channel structure behind the cone platform on this truck, or between the cone platform and the rear of the main platform to be in place in case the cone platform is ever removed? Also, when operational (not folded to 36" for storage) what are the dimensional requirements of this cone setting platform (e.g. 48" long x 96" wide)?</p>
A6	Additional bumper on cone platform will not be required, the dimensions of cone platform shall be 48" X 96", exceeding dimensions will disqualify bid.
Q7	<p>7. Page 14; Item 24. <i>"Two (2) weatherproof locking tool boxes of adequate size shall be furnished and installed on the platform."</i></p>

	<p>Q: The wording here “of adequate size” is very subjective. Would the County consider stating a minimum actual size dimension (e.g. 18” x 18” x 24” minimum) for each box, to facilitate an “apples to apples” comparison of bid proposals?</p>
A7	<p>The County will accept a minimum size of 18” X 18” X 24”</p>

Q8	<p>8. Page 14; Item 28. <i>“The marking machine shall be equipped with three (3) stainless steel ASME certified pressure vessels for storage of paint.”</i></p> <p>Q: Will the County accept bids on a “pumper style” air atomizing paint system utilizing stainless steel zero pressure paint tanks, with the diaphragm pumps to supply paint pressure to the guns rather than ASME certified pressurized vessels? Zero pressure tanks are lighter in weight and less expensive. Paint levels can be inspected and checked using a built in single quick latch inspection port and threaded dipstick, without the wait time for depressurizing and repressurizing the tank every time operators refill.</p>
A8	<p>Yes, the Bidders shall identify this exception to the RFP specification.</p>

Q9	<p>9. Page 15; Item 32. <i>“Two (2) air-operated diaphragm type, MB 2”,....”</i></p> <p>Q: Will the County accept ARO Model PD20A-FSP-STT (see attached pdf) air-operated diaphragm pumps? We do not recognize this reference to “MB” as a manufacturer, make, or model of a diaphragm pump and are unable to source this product as referenced. Allowing the ARO pump would permit us to use our standard production materials, processes, and procedures to ensure quality and performance at a level we are able to support.</p>
A9	<p>Yes</p>

Q10	<p>10. Page 16; Item 38. <i>“.....No wire strainers are acceptable. The strainer shall be readily accessible and where necessary, valving shall be provided to isolate the strainer from the feed line for cleaning. The strainers should be removed for cleaning with a single clamp sealed lid.”</i></p> <p>Q: Is this strainer in addition to the strainer already specified “in each system” on Page 15; item 31., or is it referring to the same strainer in the same location as previously mentioned? Could the County clarify the number of paint strainers total and the desired location of each they would like vendors to install on the truck to avoid confusion as to what is required? Also, a single clamp lid will restrict us from using our standard LP canister strainers, as they utilize 4 clamps (see attached .docx), will the County allow 4 clamp lids to be provided as an equal?</p>
A10	<p>One strainer per paint tank. 4 clamp lid will be considered and the Bidder can submit this as an exception to the specification.</p>

Q11	<p>11. Page 16; Item 39. <i>“.....A zippered vinyl jacket shall protect all airlines, paint and bead hoses to each gun carriage.....”</i></p> <p>Q: We prefer not to enclose this bundle of airlines, paint hoses, and bead hoses leading to the carriage. Each individual airline and hose is already protected and this additional jacket will increase the bulkiness and restrict operator access to these lines and hoses for immediate</p>
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	visual inspection and maintenance. The zipper closure when covered with overspray can become sticky and unusable making access even more difficult. Will the County consider removing this zippered vinyl jacket from the specification?
A11	Yes, the Bidder shall identify this exception to the RFP specification.

Q12	<p>12. Page 17; Item 44. <i>“There shall be installed pneumatically actuated glass sphere guns, high capacity (35 lbs. per minute at 30 PSI tank pressure), air atomized glass guns, Kamber Model 90HO designed to remove bead pulsation by fluidizing bead flow out of the gun nozzle. Gun outlet shall be fitted with a closed spooned glass deflector with adjustable side curtains to insure precise adjustment of beads on the paint line, thus minimizing waste of glass outside the paint line. The closed spoon material deflector must also be equipped with a hardened steel replaceable insert (either circular or rectangular shaped) to prevent wear of the deflector at the material outlet.”</i></p> <p>Q: Will the more popular Graco 238338 bead gun (see attached 238338 bead gun.pdf) without the air injection atomization port be considered as an approved equal to the Kamber 90HO design specified for this truck? The air atomization to fluidize the beads is not necessary on the proposed (preferred for performance reasons) Graco 238338 glass bead gun to remove bead pulsation because of the larger ¾” NPT bead inlet and the more direct angle of entry to the outlet & the tear drop needle design. On the Kamber 90HO, the 90 degree angle of entry to the ½” diameter inlet does not allow for an efficient and surge free flow of beads by the nature of its design. The beads funnel into the side of the gun’s inside cylinder creating bounce back within the chamber. The recommendation is to accept both the Kamber and the Graco bead gun.</p>
A12	No, use RFP Specification due to performance and experience in maintenance of product.

Q13	<p>13. Page 17; Item 46. <i>“.....The hand gun shall be a Kamber Model 8 (No exceptions). This allows the user to interchange the tips and nozzles between the road guns and the hand gun.”</i></p> <p>Q: Will the County consider removing the <i>“(No exceptions)”</i> designation and allow bidders to provide the Binks 2100 gun (see attached .pdf), considering it an approved equal to the Kamber Model 8 design specified for this truck? The Kamber is imported from Switzerland and exclusively sold in the U.S. by a single supplier. It offers nothing that would exceed the Binks 2100 handgun which is more readily available in the U.S. at a more reasonable price, therefore offering no reason to designate “no exceptions”. Regarding; <i>“This allows the user to interchange the tips and nozzles between the road guns and the hand gun”</i>, the user should never interchange the tips and nozzles between the road guns and the hand gun, they are sized differently (needle too) since they are used for different applications, flow rates, and patterns. The recommendation is to accept both the Kamber and the Binks hand gun.</p>
A13	No, use RFP specification due to performance and experience in maintenance of product.

Q14	<p>14. Page 18; Item 47. <i>“The cross slide supporting the carriages shall allow the carriages to be positioned for transport within the width of the vehicle's platform and permit its use anywhere from this location outward for a distance of 4 feet. The slide mechanism shall consist of a rectangular tube within a rectangular tube telescoping design with UHMW, self-lubricating material bearing areas.”</i></p> <p>Q: Our standard telescoping slide mechanism extends outward to 5'. It is constructed of square tube within a square tube. Is square tube extension to 5' also acceptable so as not to restrict us from using our standard materials, processes, and procedures, or is there a specific reason it needs to only extend to 4' and be rectangular in shape?</p>
A14	Yes, the Bidder shall identify this exception to the RFP specification.

Q15	<p>15. Page 18; Item 49. <i>“The power steering control unit and hydraulic hoses shall be located under the equipment platform, out of the way of the operators.”</i></p> <p>Q: Our standard method of mounting the hydraulic orbitals for steering of the carriages at each operator's station is above deck with the hydraulic hoses routed along with the steering wheel arms mounted off the platform perimeter railings on each side. Running the steering wheel shaft through the platform floor and then to the orbital under the deck will mean the space in front of the operator will not be open for operator leg room or for walking through to the main platform. Will our standard steering wheel mounting also be acceptable so as not to restrict us from using our standard production materials, processes, and procedures?</p>
A15	Yes, the Bidder shall identify this exception to the RFP specification.

Q16	<p>16. Page 18; Item 50. <i>“Stacked body, quick acting solenoid valves with a manual override feature shall be mounted on each carriage. Valves shall be equipped with balanced spool designed to minimize back pressure or restriction in exhaust. The valves shall be of a one-piece aluminum design body.”</i></p> <p>Q: Our standard Humphrey M420 solenoid valve is a poppet type design and uses a block style air manifold mounting. Advantages of the poppet style over a balanced spool type solenoid valve are:</p> <ul style="list-style-type: none"> a) The larger internal surface area required by the poppet results in a higher flow rate due to the smaller internal surface area required by the spool. b) The closed crossover of the poppet seals the exhaust port before it opens to flow, eliminating the transitional state from one function to the next providing precise control between positions. With the open crossover of the balanced spool all ports are momentarily open to flow as the spool shifts during actuation making it less precise. c) Less wear on internal seals of the poppet design contributes to a longer product life. Seals mounted on the spool are exposed to wear when traveling through the bore of the valve, shortening product life. d) Upon actuation of the poppet, the port is immediately open to air flow providing faster response times. <p>Will our standard Humphrey M420 solenoid valves be acceptable for performance reasons and so as not to restrict us from using our standard production materials, processes, and</p>
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	procedures? The recommendation is to also accept Humphrey Model M420 air solenoid valves.
A16	Yes, the Bidder shall identify this exception to the RFP specification.
Q17	<p>17. Page 18; Item 53. <i>“The carriage wheels shall be adjustable for rumble strip avoidance. This adjustment will allow the outside wheel to extend outward and the inside wheel to adjust inward and shall locked into position with spring-loaded pins. It shall support the carriage and maintain it at a fixed height from the road surface.”</i></p> <p>Q: The adjustment of carriage wheel spacing to avoid rumble strips is typically accomplished from the operator seat without the need for spring-loaded pins to lock the wheels into position. We utilize a horizontally mounted electric cylinder on the carriage allowing the operator to adjust the outermost wheel from 22” to 34” with a return to center momentary toggle switch. Would the County consider this design instead of a manual adjustable carriage which will expose the operator to traffic when adjustments are needed?</p>
A17	Yes, County will consider.
Q18	<p>18. Page 18; Item 54. <i>“Flushing the paint guns shall be accomplished by utilizing 3-way valves mounted on the control center.”</i></p> <p>Q: Will remote return to center momentary electric toggle switches be acceptable for activating gun flush in place of the 3-way manual panel mounted valves?</p>
A18	Yes, County will consider.
Q19	<p>19. Page 18; Item 55. <i>“The air compressor shall be a Sullivan Pallatek unit or approved equal capable of supplying at least 260 cubic feet of free air per minute at 110 PSI.”</i></p> <p>Q: Will the County consider the Boss FT4 250 DUS (see attached pdf) an approved equal to the Sullivan Palatek? The recommendation is to accept both the Sullivan Palatek and the Boss 250 DUS.</p>
A19	Yes, County will consider.
Q20	<p>20. Page 19; Item 58. <i>“A Schmidt or approved equal, model number 1200-080-03 coalescing moisture extractor shall be installed in the main air supply line. It shall have a rating of 800 CFM.”</i></p> <p>Q: The “Schmidt” compressor specified with a rating of 800 CFM is oversized for this application. Will a heavy duty, high capacity LaMan filter/dryer capable of passing all air from the compressor (rated at 250 SCFM) be acceptable as an equal? The recommendation is to accept both the Schmidt and the LaMan dryer (see attached pdf).</p>
A20	No, use RFP specification due to performance and experience in maintenance of product.

<p>Q21</p>	<p>21. Page 19; Item 64. <i>“The hydraulic pointer shall be front mount adjustable pointer guide shall be provided. The guide shall be constructed using a trailer ball and coupling type system. The pointer shall have a "main" pivot point located near the center of the bumper. To this pivot shall be fixed the "main guide arm". The "main guide arm" will be able to swing out for either edgeline or centerline control. A second pivot point will be located at both outer bumper point locations. This pivot point will offer support for the "bracing arm". The "bracing arm" shall swing out and support the "main guide arm" at approximately its mid-point. This process shall be reversible to permit the "main guide arm" to be used for either edgeline or centerline operation. An additional "telescoping section" shall be inserted into the "main guide arm" to allow a pointer extension from 10 feet to approximately 13 feet. The unit shall be mounted directly on the front truck frame, and so designed that it can easily be swung and secured to brackets attached to the bumper face for easy transport. The guide shall be constructed of solid tubular steel and have a pneumatic rubber-tired caster wheel, and adjustable pointer guide, and flag socket located at its forward end. The pointer shall be equipped with a 1" cylinder hydraulic lift capable of lifting the pointer off the ground approximately 45° for transporting or maneuvering the striper. Hydraulic power take-off from chassis power steering shall not be acceptable. A remote electric switch shall be mounted in the chassis cab to activate a control valve for the pointer and shall be easily accessible to the driver. The pointer can be configured to require manual assist to locate in the transport position.”</i></p> <p>Q: Our standardized line guide uses a grease-able hinged block type joint connection system for more vertical lift capability (high lift 80° angle for transport rather than the 45° trailer ball coupling type specified). Will this be considered an equal? The main pivot arm on our standard mechanical guidance system is hinged from the outside of the front bumper on each side so it does not need to be completely removed when stored out of the driver’s line of sight for transport. Is this acceptable? A pneumatic lift is recommended for safety purposes. The “pinch points” are not as destructive with pneumatics. Will a pneumatic lift cylinder be acceptable (see attached pdf)?</p>
<p>A21</p>	<p>Yes, County will accept.</p>
<p>Q22</p>	<p>22. Page 20; Item 70. <i>“The control center shall be provided. This shall consist of an integral sheet metal covered framework providing space for electrical controls, spray equipment connections, heater thermostat control, and any other auxiliary parts required by the spray equipment.”</i></p> <p>Q: Why is space for “heater thermostat control” needed in the rear control console? Is the County intending to install a paint heating system or a rear operator’s enclosure requiring heat as an upgrade in the future? Will it be acceptable if a vendor does not provide space for heater thermostat control if a heat system is not required elsewhere in the specification?</p>
<p>A22</p>	<p>Yes, County will accept.</p>
<p>Q23</p>	<p>23. Page 21; Item 70. <i>“Both a 110 PSI safety valve and a condensate drain shall be located on the panel air manifold.”</i></p> <p>Q: This seems to be describing a system designed with a single large panel mounted air manifold installed inside the control console enclosure. Our main air manifold with safety</p>

	valve and condensate drain are located outside the confines of the electrical console to avoid this moisture rich scenario. Will our standard externally mounted air manifold with safety valve and condensate drain also be acceptable so as not to restrict us from using our standard production materials, processes, and procedures?
A23	Yes, County will accept.
Q24	<p>24. Page 21; Item 70. <i>“All control center switches shall be lighted rocker or push-button type.”</i></p> <p>Will toggle type switches be acceptable so as not to restrict us from using our standard production materials, processes, and procedures?</p>
A24	County prefers as specified but will consider alternate. Bidder to list exception to this specification.
Q25	<p>25. Page 21; Item 70. <i>“All electrical wiring shall be enclosed in conduit type protective case.”</i></p> <p>Q: We prefer not to use conduit casing in a mobile application. When water gets in, it has no way of draining back out. Standing water inside of this conduit can cause electrical wire corrosion and shorts. For performance and warranty reasons, will our standard method of protection, corrugated split loom covering (allows for water drainage) be acceptable?</p>
A25	No use RFP specification due to performance and experience in maintenance of product.
Q26	<p>26. Safety Lighting:</p> <p>Q: It is unusual not to see any type of safety lighting such as an electronic signboard, a lightbar or strobes specified with the Paint Striping Truck. Does the County intend to add their own fleet safety lighting once the truck is delivered per this contract, or were these items overlooked when developing the specification? Also, LED work/night lights are not specified, yet on page 14; Item 25. there is a reference to night striping in relation to the canopy dome lights. Does the County want to add these to the specification?</p>
A26	County will install any lighting necessary to meet our needs.