

January—March 2013



# Small Business Connections

Inside this issue:

<i>Welcome to Purchasing</i>	1
<i>What's New in Procurement</i>	1
<i>Recently Awarded Solicitations</i>	2
<i>Contractor Surety Bonds</i>	2
<i>Upcoming Procurement Opportunities</i>	3
<i>Diversity Outreach</i>	4
<i>Outreach and Networking Events</i>	4

## Welcome to Purchasing

Happy New Year and welcome to the second edition of *Small Business Connections*, a quarterly newsletter published by the City of Knoxville Purchasing Division. We hope this season was filled with all the joys that make the holidays special. And, we sincerely hope that 2013 is a prosperous year for you and your business.

The City of Knoxville is committed to keeping you, the business community, informed of procurement opportunities. Key topics to look for in this newsletter are:

- Recent awards
- Opportunities coming up within the next 90 days
- What's new in procurement
- Contractor Surety Bonds
- Outreach and Networking events



Whether you are currently doing business with the City of Knoxville, or are interested in becoming a supplier, we encourage you to visit the purchasing page of the city's website on a regular basis for updates and business opportunities.

## What's New in Procurement

We are pleased to announce that recently the Purchasing Division added to the Self-Service Vendor Registration Account the ability to classify a business as Veteran-Owned or Service-Disabled Veteran-Owned. This gives the City of Knoxville an opportunity to track the amount of business that is being done with Veteran and Service-Disabled Veteran-Owned firms. Other business classifications on the Self-Service Vendor Registration Account include:

- |                 |                |
|-----------------|----------------|
| Incorporated    | Minority Owned |
| Publicly Traded | Woman Owned    |
| Small           |                |

When registering as a new vendor or updating your existing contact information, we encourage you to select all classifications that apply to your business.



## Recently Awarded Solicitations

Item	Awarded Supplier	Amount
Replacement brush assemblies for bus wash at KAT	National Systems, Inc.	12,847
21 Dell Laptops for EMA	Thomas Consultants, Inc.	15,985
KAT-Brochures	Russell Printing Options	
One ton extended chassis cab 4WD	Ford of Murfreesboro	29,078
One ton crew cab 4WD truck	Ford of Murfreesboro	43,087
Defibrillator Pads	Bound Tree Medical, LLC	
Folding Chairs, Tables, Carts- Parks & Rec	Highsmith, LLC	9,959
Lab Analysis of Stormwater Testing	Environmental Science Corp.	
Emergency Trailer for Emergency Mangement	ProPac, Inc.	25,056
Dell PowerEdge Server R520	Catalyst Technology Group USA, Inc.	8,825
Dell PowerEdge Server T620	Catalyst Technology Group USA, Inc.	7,158
EZ-10 Needles for Emergency Management	Vidacare Corporation	14,644
Letters of Interest - Prosser Rd Drainage Improvements Project	Vaughn & Melton (Tenn), Inc.	192,100
Letters of Interest -Wilkerson Rd Bridge Project	Smith Seckman Reid, Inc.	38,800
Letters of Interest - Fort Dickerson Rd Realignment Project	Cannon & Cannon, Inc.	98,450
Cobham Covert Equipment	DTC Communications, Inc.	21,967
Gallaher View Road Sidewalk Improvements	Shelton General Contractors	173,492
2ea single axle dump trucks	Mid Tenn Ford & Sterling Truck Sales	160,022
Diesel powered forklift	The Lilly Company	22,318
Public Service Dept Uniforms	Kay-ASR-Uniforms	52,042
Bobcat loader	Bobcat Of Knoxville	39,862
Anti-freeze for tank #2 at KAT	Hutchens Petroleum	18,436
Memorial Benchs for Parks & Rec	Graber Manufacturing, Inc.	8,676
2013 SeaArk Boat	Sunny Marine	25,000
2ea All Terrain Vehicles	Dal-Kawa Cycle Center, Inc.	25,985
2012 Sidewalk Replacement Project	Design & Construction Services, Inc.	1,037,640
2012 Neighborhood Drainage Project	The EC Corporation	276,973
Traffic Citation Books	MPE Business Forms, Inc.	7,470
Thermoplastic for Sign Shop	Swarco Industries	8,400
Track Loader	Stowers Machinery Corp	199,987
Refinishing Cal Johnson Gym Floor	Sports Floors, Inc.	11,809



The City solicits sealed submissions for purchases of \$25,000 or more. It solicits quotes for purchases between \$5,000 & \$25,000. Purchases below \$5,000 can be purchased directly from the department.

## Contractor Surety Bonds

Surety bonds are a valuable tool in the public procurement process because they serve to protect businesses as well as the taxpayers from possible contractor failure. Mandated by law on public works projects, these bonds provide 100% performance protection as well as 100% payment protection. With surety bonds, the risks of project completion are shifted from the business owner to the surety company.

Your current insurance company may have a surety bond department. Listed below are a few local surety bond agents:

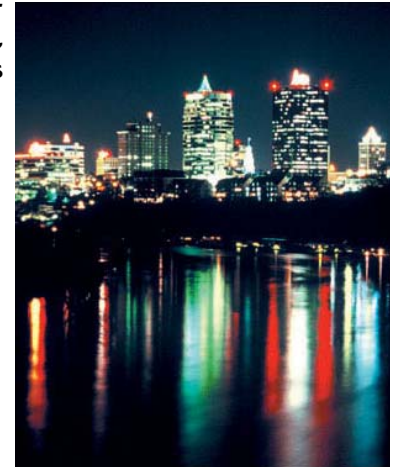
- |  |                           |
|--|---------------------------|
| Arthur J. Gallagher                        | Brentwood, TN             |
| Hickman, Johnson & Simmonds Insurers, Inc. | Knoxville, TN             |
| J. Smith Lanier & Company                  | Knoxville, TN             |
| Shafer Insurance Agency, Inc.              | Kingsport & Knoxville, TN |
| TIS Insurance Services, Inc.               | Knoxville, TN             |



## Upcoming Procurement Opportunities

The City of Knoxville achieves the highest degree of open, free market competition when soliciting quotes, bids, proposals and/or qualifications. By posting bid opportunities on the website, and participating in various outreach programs throughout the year, the purchasing division is committed to keeping businesses informed of available opportunities.

Below are some of the opportunities to look for over the next 90 days.



Items to be Solicited	Projected Bid Dates	Department
Mowing - TDOT Controlled Access Sites	January 2013	Public Service
Landscaping Beds - SmartFix40 Sites and Emoriland/Fairmont Creek Project	January 2013	Public Service
Landscaping Beds - Henley Street Connector	January 2013	Public Service
Mowing - Lakeshore Park	January 2013	Public Service
Mowing State Route Medians	January 2013	Public Service
Letters of Interest - Gay Street Streetscapes 700 Block	January 2013	Engineering
Millertown Pike Improvements	January 2013	Engineering
2013 Resurfacing	January 2013	Engineering
Magnolia Front Entrance Upgrade	January 2013	Knoxville Area Transit
Storm Water Drainage Upgrade	January 2013	Knoxville Area Transit
Heavy-Duty Brake Lathe (Bus/Truck)	January 2013	Knoxville Area Transit
Tire Changing Machine (Bus/Truck)	January 2013	Knoxville Area Transit
Maintenance Management Software	January 2013	Knoxville Area Transit
Firefighting Supplies	January 2013	Knoxville Fire Dept.
Training Facility "Hogan's Alley"	February 2013	Knoxville Police Dept.
2013 Alley Paving	February 2013	Engineering
Ulster & Cavalier Water Quality Improvements	February 2013	Engineering
Glenwood Drive Bridge Replacement	February 2013	Engineering
Knox-Blount Greenway	February 2013	Engineering
Brush Cutters (weed-eaters)	March 2013	Public Service
Safety City Miniature Buildings	March 2013	Knoxville Police Dept.
Emergency Generator	March 2013	Fleet Services
Holbrook Drive Bridge Replacement	March 2013	Engineering
World's Fair Park Pedestrian Bridge Study	March 2013	Engineering
Westland Drive Bridge at Craigland Court	March 2013	Engineering
Cross Park Drive Drainage Ph. 1 & 2	March 2013	Engineering
2013 Neighborhood Drainage Program	March 2013	Engineering
Greenway Drive Bridge	March 2013	Engineering
Loves Creek Road Bridge	March 2013	Engineering
Concrete Sidewalk Slab Jacking	March 2013	Engineering
Ft. Sanders Sidewalk (CMAQ)	March 2013	Engineering
Jackson Avenue Streetscapes/Stabilization Project	March 2013	Engineering
Letters of Interest - 2014 Neighborhood Drainage Project	March 2013	Engineering

Complete the Vendor Self-Service Registration Account at [www.cityofknoxville.org/purchasing](http://www.cityofknoxville.org/purchasing) to receive bid and/or quote notifications.



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[www.cityofknoxville.org/purchasing](http://www.cityofknoxville.org/purchasing)

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*We Want Your Business*



## *Diversity Outreach*

*The City of Knoxville realizes the importance of diversity in all aspects of local government. The Purchasing Office is no exception. Small, Minority, Woman, Veteran, and Service-Disabled Veteran-owned businesses play an important role in the progress and continued success of this great city. The City of Knoxville looks forward to doing business with you and sincerely hopes this information will help you compete for City business.*

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## *Outreach and Networking Event*



3<sup>rd</sup> Annual Business and Education Showcase

Featuring Veteran Preferred Career EXPO

Full Access to the Public and Private Sector

A Celebration of Diversity within the East TN Business Community  
**January 28th and 29th 2013, Knoxville Convention Center**

**[www.jointuba.org](http://www.jointuba.org)**