



Legislation Text

File #: 68575, **Version:** 1

Fiscal Note

No additional City appropriation is required. Funding for the proposed Air Wall replacement is included in Monona Terrace's 2022 Adopted Capital Budget.

Title

A Resolution to authorize the noncompetitive contract with Hufcor, Inc. as a sole source provider of Air Walls/movable partitions systems.

Body

WHEREAS, Monona Terrace currently has Hufcor, Inc. Air Walls and Track systems installed during the original construction as well as some replacements made in 2019 as part of the first phase of this project; and

WHEREAS, Air Wall and Track systems are not interchangeable between manufacturers. Continuing with the current manufacturer, Hufcor, Inc. will mean Monona Terrace does not have to replace all of the remaining Track; and

WHEREAS, Utilizing one system will allow staff to work on, reconfigure rooms and repair the Air Walls more efficiently and cost effectively, one brand of parts to stock and one vendor to call for service and repairs; and

WHEREAS, the Monona Terrace has a need to replace Air Walls and some track due to age and normal wear and tear; and

WHEREAS, Hufcor, Inc. has worked with the Monona Terrace for many years providing these goods and assuring that the equipment is maintained and working properly; and

WHEREAS, the Monona Terrace is a returning customer of Hufcor, Inc. and due to Hufcor, Inc. selling and installing their Air Walls with their own staff for quality control without going through a distributor, thereby reducing costs to the Monona Terrace; and

WHEREAS, Hufcor, Inc. has proposed to replace the walls and provide related installation services and labor at a cost of \$341,677; and

WHEREAS, for the reasons explained above and in the attached Noncompetitive Selection Request Form, Hufcor, Inc. is the only vendor that can provide for the specific needs of Monona Terrace without paying a distributor markup and without having to also replace the entire track system; and

WHEREAS, MGO 4.26(2) requires goods to be purchased using a competitive process approved by the Finance Director, and under the Finance Director's Purchasing Guidelines, Common Council approval is required to purchase goods of \$50,000 or more without a competitive process;

NOW, THEREFORE, BE IT RESOLVED, the Common Council authorizes the purchase of goods and related installation services and labor, as described above.