



**Spring City™**

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September 1, 2019

**Sole Source**

To: Chuck Fojtik  
City of Ann Arbor, Michigan  
Department of Public Works



Project: (Stadium Drive Knockdown)

Re: Sole Source – Spring City Product

Spring City appreciates the opportunity to supply the Decorative Outdoor Lighting Standards for the Stadium Drive Knockdowns Project in Ann Arbor, Michigan. As a market leading manufacturer of outdoor decorative lighting, Spring City is equipped to support the Ann Arbor for these critical projects with our Center City, Northampton and Hancock Lamp Posts. The quality, performance, durability and longevity of the Spring City product identified in drawing number LP-28972, LP-29243, LP-30014, LP-30013 and LP-29769, sets Spring City apart from its competition. The backbone of Spring City's design offers a long-term advantages for Ann Arbor.

Spring City has been selected as a sole source for the purpose of standardization, and Ann Arbor has recently purchased numerous decorative streetlights from Spring City covering Kerrytown and Huron Street in the downtown. The standardization saves on maintenance as all replacement parts and support are handled by one supplier. The design was done previously when these fixtures were selected. Ann Arbor is very confident in the design and performance, and based on the research, and have not found a comparable product, thus a making Spring City a Sole Source Vendor for Ann Arbor's light standard.

Along with standardization, Ann Arbor will also take advantage of the following, based on the sole source approval:

- 25 Year Manufacturer's Warranty on the Ductile Iron Posts
- All Steel will Be Galvanized with a 50-year Life Expectancy
- Reduce Inventory Costs for Stocking Multiple Components
- Reduce Design Costs on Specifying New Projects
- Product Manufactured and Assembled in United States of America

Spring City will support the project direct from our factory and will provide a convenient avenue for procurement, training and support as these luminaires are purchased, installed, and maintained. Please be notified that Spring City Electrical Manufacturing Company's exclusive representative for the State of Michigan is Dynamic Lighting. Please feel free to contact Mr. Bob Woolf at their office should you have any questions or require any assistance with our product offering. You can contact Bob at The Dynamic Group at (248)-476-7676.

Thank you,

Tracie Wolf  
Central Regional Sales Manager