

Maintenance Innovation State of the Practice

Innovation: **Striping Paint Sourcing**
 (*Note:* Requester recognized this is “technically outside of an innovation.”)

Description: Pavement markings are a crucial road safety measure and traffic control method. A recent description of pavement markings on the Federal Highway Administration website noted that “adequately maintained retroreflective pavement markings improve nighttime highway visibility and reduce the risk of crashes by bouncing light from vehicle headlights off of the traffic control device and back toward the vehicle and the driver's eyes.”



(Source: [Rhode Island DOT.](#))

Requester Name/Agency: Jim Saban, Maine Department of Transportation

Date of Request: January 10, 2024

Query: Have members advertised for the striping paint that will be used next season? If so:

- Who was the successful bidder?
- Did the prices stay the same, go up or go down?
- If an existing contract was extended, same questions as above.

Summary of Responses:

State	Contract Expiration	Contractor	Cost	Other Comments
Connecticut	March 2025	Ennis-Flint, Inc.	<ul style="list-style-type: none"> • 275-gallon containers: \$2,760 to \$3,156.25. • 5-gallon containers: \$62.50 to \$75.00. See Email Responses below for details	Contract is for yellow and white waterborne paint only. The maintenance division does not typically purchase epoxy and contracts for epoxy application.
Idaho	Extended existing contract	Not provided	Prices increased by \$0.35/gallon over last year, or just above 2.5%	None
Minnesota	N/A	Contract award in process	Contract award in process	Agency has latex and plural component/epoxy on contract; makes multiple awards if acceptable to vendors.

State	Contract Expiration	Contractor	Cost	Other Comments
New York	May 2027	Ennis-Flint, Inc. Ozark Materials LLC Potters Industries LLC The Sherwin-Williams Company	Price per gallon (depends on container size): \$9.32 to \$13.67. Glass spheres: \$0.42 to \$2.57 per pound. See the contract and full pricing list for details.	None
Ohio	N/A	N/A	N/A	Agency will advertise for a contract in February and purchase in March.
Texas	Not provided	Ennis-Flint, Inc.	Paint prices reduced “a bit” and bead prices “went up some.”	None
Utah	Not provided	Agency’s primary waterborne paint supplier for each of four regions: R1 - Interstate Co. R2 - Mt West R3 - Premier Striping R4 - Straight Stripe	Prices went up for each of these last bid cycles, as did bead prices.	None

N/A Not applicable

Other Practices

Maryland and Michigan DOTs contract out striping operations. Indiana DOT has no active contracts but is considering “moving in that direction.”

References

[Pavement Markings](#), Federal Highway Administration, January 2024.

[Traffic Paint \(Waterborne – Lead-Free\) & Glass Spheres for Reflectorized Pavement Marking \(Various Types\)](#), New York State Department of Transportation, May 2022.