

**CITY OF SAN ANTONIO
INTERDEPARTMENTAL MEMORANDUM
PURCHASING & GENERAL SERVICES DEPARTMENT**

CONSENT AGENDA
ITEM NO. 10

TO: Mayor and City Council

FROM: Janie B. Cantu, Director of Purchasing & General Services

THROUGH: Terry M. Brechtel, City Manager

COPIES: Erik J. Walsh, Assistant to the City Manager;
Department Directors; File

SUBJECT: Annual Contracts for Fiscal Year 2004-2005

DATE: September 9, 2004

SUMMARY & RECOMMENDATION:

The attached tabulations of bids is hereby submitted for Council consideration and action. Annually at this time, bids are requested for various materials, parts and services. This ordinance includes contracts for lights, sirens and speaker parts, electrical parts and fixtures, thermo lay pothole patch equipment parts, printing of library cards.

Many bids are on a firm, non-escalating basis, while others such as petroleum related items and certain other commodities require escalation of prices during the contract period. Generally, bids reflect small increases over recent prior years, but in many cases reflect decreases.

It is recommended these contracts be approved.

SECTION I: The bids in this section are low responsive bids in which award is recommended to the lowest bidder. (4 contracts)

POLICY ANALYSIS:

Annual contracts are an efficient method of securing the best prices through volume purchasing and by reducing large amounts of work related to the bid process. This group of contracts represents a portion of approximately 250 annual contracts that will be brought before City Council throughout the remainder of the fiscal year.

FINANCIAL IMPACT:

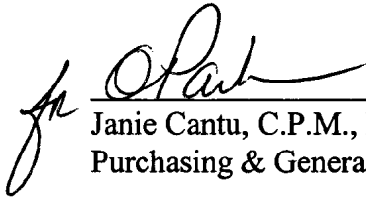
Funds are not expended by this ordinance. All expenditures will be in accordance with the FY 2004-2005 budget approved by City Council. The combined total estimated amount for contracts listed on this ordinance is approximately \$285,500.

SUPPLEMENTAL COMMENTS:

Several agencies including schools, municipalities, Bexar County, San Antonio Water System, and City Public Service have been included in some of the bids in a cooperative effort.

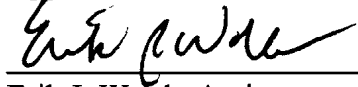
MINORITY & WOMAN OWNED BUSINESS ENTERPRISE AWARDS:

Council Date	Number of Contracts Awarded	Estimated Dollars Awarded	MBE's			WBE's			AABE's		
			Amount	%	Goal: 15% Awards	Amount	%	Goal: 10% Awards	Amount	%	Goal: 3% Awards
4-15-04	6	\$252,419	\$59,880	23.72	1	\$7,842	3.11	1			
4-22-04	4	\$206,792	\$80,000	38.69	1						
4-29-04	4	\$200,087									
5-13-04	7	\$995,244									
5-20-04	11	\$1,071,672				\$26,780	25.0	1			
5-27-04	6	\$268,818									
6-24-04	26	\$1,911,535	\$46,515	2.43	2	\$48,452	2.53	2			
7-22-04	17	\$2,106,533	\$265,123	12.59	3	\$13,845	.0657	1			
8-5-04	17	\$5,948,697	\$133,219	2.24	2	\$116,000	1.95	1			
8-19-04	29	\$1,373,589	\$194,224	14.14	5	\$153,899	11.20	3			
8-26-04	10	\$712,135	\$63,341	8.89	3						
9-2-04	4	\$1,051,364	\$208,020	19.79	1						
9-9-04	4	\$285,500	\$80,000	28.02	1	\$80,000	28.02	1			
TOTAL	145	\$16,384,385	\$1,130,322	6.90	19	\$446,818	2.73	10			



Janie Cantu, C.P.M., Director
Purchasing & General Services

Approved:



Erik J. Walsh, Assistant to the City Manager
City Manager's Office

SECTION I
COUNCIL, SEPTEMBER 9, 2004
LOW RESPONSIVE BIDS

SECTION I: LOW RESPONSIVE BIDS

The bids in this section are low bids in which award is recommended to the lowest bidders.

<u>COMMODITY</u>	<u>MBE</u>	<u>VENDOR</u>
1. Lights, Sirens, and Speaker Parts A233-05 10-1-04 through 9-30-05 with two one year options to extend This contract will provide the City of San Antonio Fire Department, Fleet Maintenance, and Aviation with lights, sirens, speaker parts for the emergency vehicles in their fleet.		Southwest Public Safety Entire Bid Est Amount \$155,000 annually
2. Electrical Parts and Fixtures A391a 10-1-04 through 9-30-05 This contract will provide the City of San Antonio with electrical parts and fixtures to be used in the maintenance and repairs of electrical fixtures throughout the City.		Graybar Entire Bid Est Amount \$25,000 annually
3. Thermo Lay Pothole Patch Equipment Parts A602-05 10-1-04 through 9-30-06 This contract will provide the City of San Antonio Purchasing & General Services Fleet Operations with parts and service for pothole patch equipment to cover potholes in the street.	MBE/ WBE	Texas Equipment Company Entire Bid Est Amount \$80,000 for two year contract period
4. Printing of Library Borrower Cards A998-05 10-1-04 through 9-30-05 with one year option to extend This contract will provide the City of San Antonio Public Library with digitally color printed library borrower cards. Cards will be issued to patrons.		PSI Plastic Graphics Entire Bid Est Amount \$25,500 annually

City of San Antonio Bid Tabulation

Opened: June 11, 2004

For: Annual Contract for Lights, Siren & Speaker Parts

A233-05

MkR

Item		Description		Southwest Public Safety		BTMC Corp.		GT Distributors, Inc.	
				3370 Nacogdoches Rd., # 168		156 E. Broadway Ave.		2545 Brockton Drive, Ste. 100	
				San Antonio, TX 78217		Westerville, OH 43081		Austin TX 78758	
1		Federal Signal Corporation Parts		30%		38%		30%	
A.		Percent of discount offered		Federal Signal Corp.		Federal Signal		Federal Signal	
B.		Product identification		List		Jobber		List Price	
C.		Type price schedule		2004 List Price Book		04US1100SL-8/Replacement Parts		Jan 2004	
D.		Price schedule number		1/1/2004		2004		List Price	
E.		Date of price schedule		List		Jobber			
F.		Price schedule column on which discount is based							
2		Whelen Engineering Co. Parts		36%		37%		25%	
A.		Percent of discount offered		Whelen Engineering		Whelen		Whelen	
B.		Product identification		List		List		List	
C.		Type price schedule		PL04-OWL		PL040.OUA / PPL04.0 / PL04.OWL / PL04.OWL Addendum		PL04.OWD	
D.		Price schedule number		12/24/2003		Dec 2003 / Dec 2003 / Dec 2003 / 6/30/2004		12/24/2003	
E.		Date of price schedule		List		List		List	
F.		Price schedule column on which discount is based							
3		Public Safety EG Force Four L.P., Intensity, Code 3 Parts		36%		38%		25%	
A.		Percent of discount offered		Public Safety Equipment		Code 3		Public Safety Equipment	
B.		Product identification		List		Master Distributor		List	
C.		Type price schedule		C3LIST0304		N/A		C3MD0304 / Parts MD0304	
D.		Price schedule number		3/15/2004		3/15/2004		3/15/2004	
E.		Date of price schedule		List		List		List	
F.		Price schedule column on which discount is based							
4		Unity Parts		40%		No Bid		20%	
A.		Percent of discount offered		Unity				Unity	
B.		Product identification		List				List	
C.		Type price schedule		123-02				122-02	
D.		Price schedule number		12/1/2002				12/1/2002	
E.		Date of price schedule		List				List	
F.		Price schedule column on which discount is based							

City of San Antonio Bid Tabulation

Opened: June 11, 2004				
For: Annual Contract for Lights, Siren & Speaker Parts				
A233-05 MkR		Southwest Public Safety	BTMC Corp.	GT Distributors, Inc.
		3370 Nacogdoches Rd., # 168	156 E. Broadway Ave.	2545 Brockton Drive, Ste. 100
		San Antonio, TX 78217	Westerville, OH 43081	Austin TX 78758
Item	Description			
	Delivery	3 days	3 - 5 days for stock items	3 days
	Terms	1%-15 Days	Net 30	Net 30

CP: 09/30/2005 OPT: 2 - 1 YR. EXT.-EXPIRES 2007

TERM: October 2004 - September 2005 with two (2) one-year extensions.

CONTRACT AMOUNT: Estimated \$ 155,000.00 for one year, \$ 465,000.00 for three years.

END USERS: Fire Department, Fleet Maintenance and Operations, and Aviation / Operations & Maintenance.

SCOPE: This contract is used to purchase lights, sirens, and speaker parts for the emergency vehicles in the fleet.

Due to this contract purchasing lights, sirens, and speaker parts for our emergency vehicles, a delivery date of no more than three (3) days was required. Two of the vendors, **BTMC Corp.** and **Whelen Engineering Co.** took exception to the delivery time of three (3) days and consequently, their bids were disqualified.

On item 1., both **Southwest Public Safety** and **GT Distributors** offered 30% discounts but Southwest Public Safety offered a prompt payment discount of 1%/15 days and GT Distributors did not offer a discount. On item 4, **Stasco, Inc.** was the lowest bidder but their prices on the specified items did not reflect the percentage of discount from their price list. As a result, their bid was disqualified and this item was awarded to Southwest Public Safety.

Expenditures for the 2002-2003 contract year were \$ 153,600.00. This new contract reflects a decrease in percentages given on all four (4) items bid.

City of San Antonio Bid Tabulation

Opened: June 11, 2004		For: Annual Contract for Lights, Siren & Speaker Parts	
A233-05		MkR	
		STASCO, Inc.	Whelen Engineering Company
		P. O. Box 3087	Route 145 Winthrop Rd.
		Houston, TX 77253	Chester, CT 06412
Item	Description		
1	Federal Signal Corporation Parts		
A.	Percent of discount offered	No Bid	No Bid
B.	Product identification		
C.	Type price schedule		
D.	Price schedule number		
E.	Date of price schedule		
F.	Price schedule column on which discount is based		
2	Whelen Engineering Co. Parts		
A.	Percent of discount offered	No Bid	25%
B.	Product identification		Whelen
C.	Type price schedule		List Price Sheet (Less 25%)
D.	Price schedule number		PL04.OWL / PPL04.0 / and Price List Addenda
E.	Date of price schedule		Void June 6, 2004
F.	Price schedule column on which discount is based		List Price
3	Public Safety EG Force Four L.P., Intensity, Code 3 Parts		
A.	Percent of discount offered	No Bid	No Bid
B.	Product identification		
C.	Type price schedule		
D.	Price schedule number		
E.	Date of price schedule		
F.	Price schedule column on which discount is based		
4	Unity Parts		
A.	Percent of discount offered	5%	No Bid
B.	Product identification	Unity	
C.	Type price schedule	Jobber	
D.	Price schedule number	N/A	
E.	Date of price schedule	12/1/2002	
F.	Price schedule column on which discount is based	Jobber	

City of San Antonio Bid Tabulation

Opened: June 11, 2004			
For: Annual Contract for Lights, Siren & Speaker Parts			
A233-05		MkR	
		STASCO, Inc.	Whelen Engineering Company
		P. O. Box 3087	Route 145 Winthrop Rd.
		Houston, TX 77253	Chester, CT 06412
Item	Description		
	Delivery	3 Days	30 - 60 days
	Terms	Net 30	Net 30

CP: 09/30/2005 OPT: 2 - 1 YR. EXT.-EXPIRES 2007

TERM: October 2004 - September 2005 with two (2) one-year extensions.

CONTRACT AMOUNT: Estimated \$ 155,000.00 for one year,
\$ 465,000.00 for three years.

END USERS: Fire Department, Fleet Maintenance and Operations,
and Aviation / Operations & Maintenance.

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parts for the emergency vehicles in the fleet.

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emergency vehicles, a delivery date of no more than three (3) days was
required. Two of the vendors, **BTMC Corp**, and **Whelen**

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Public Safety.

Expenditures for the 2002-2003 contract year were \$ 153,600.00. This new
contract reflects a decrease in percentages given on all four (4) items bid.

City of San Antonio Bid Tabulation

Openex August 16, 2004

For: Annual Contract for Electrical Parts & Fixtures

A391a-05

M&R

Item	Description	Graybar 1223 N. Hackberry San Antonio, TX 78202	American Light 10615 Sentinel Dr. San Antonio, TX 78217	CED 102 E. Josephine San Antonio, TX 78215	Dealers Electrical Supply 2510 Bitters Rd. San Antonio, TX 78217
1	Wire, copper, solid, Romex, #12-2 w/g Romex Price per M/Ft. Manufacturer Part Number	\$0.1160 Southwire NM WG 12-2-250CN	No Bid	\$0.1300 Southwire/Encore/Essex NM-12/2 WG	\$0.1300 Encore NM122WG
2	Wire, copper, stranded, UF, #6 Price per M/Ft. Manufacturer Part Number	\$0.3555 Southwire UF 6 STR	No Bid	\$0.7700 Southwire/Encore/Essex UF 6/2 WG	\$0.7507 Encore UF62WG
3	Wire, copper, stranded, UF, #4 Price per M/Ft. Manufacturer Part Number	\$0.5250 Southwire UF 4 STR	No Bid	No Bid	\$2.4437 Encore TRA 43 WG
4	Cord, neoprene jacket, stranded copper, SJO, #16/3 Price per ft. Manufacturer Part Number	\$0.1656 Southwire SJOOW 16-3-BLK 250 RL	No Bid	\$0.1500 Carol Cable / General Cable SJO 16/3	\$0.1940 Coleman SJO 163
5	Cord, neoprene jacket, stranded copper, SJO, #14/3 Price per ft. Manufacturer Part Number	\$0.2377 Southwire SJOOW 14-3 BLK 250 RL	No Bid	\$0.2700 Carol Cable / General Cable SJO 14/3	\$0.2750 Coleman SJO 143
6	Wire, aluminum, triplex, #1/0 Price per ft. Manufacturer Part Number	\$0.7509 Southwire Neritina XLF	No Bid	\$0.8500 Alcan / Southwire ACSR 1/0-3 Neritina	\$0.7740 Alcan TR 10 NER
7	Fixture, fluorescent, 48" strip, 2-Lamp 120 Volt Price Each Manufacturer Part Number	\$14.89 Lithonia C240-120ES	\$15.10 Lithonia C-240-120 V	\$15.50 Columbia CS4-240-LE120	\$16.50 Lithonia / Hubbell S240/120
8	Floodlight, 400W, high pressure sodium, wide beam, quad tap, ballast with lamp, slipfitter mounting Price Each Manufacturer Part Number	\$142.77 Cooper WM405T	\$164.23 Lithonia TFL 400S RA2 TB	\$195.00 Hubbell MVK-0400S-268	\$187.00 Hubbell MHS-Y400S-468-1/4024C
9	Floodlight, 400W, metal halide, wide beam, quad tap, ballast with lamp, slipfitter mounting Price Each Manufacturer Part Number	\$142.77 Cooper WM405T	\$150.61 Lithonia TFL 400 M RA2 TB	\$181.00 Hubbell MVK-0400H-268-LF	\$158.00 Hubbell MHS-Y400H-468-1/4024C
	Delivery	1-3 Days	1 Day	1 Day	3 Days
	Terms	Net 30	Net 30	2%-10th	2%-10 days

CP: 09/30/2005

TERM: October 2004 - September 2005.

CONTRACT AMOUNT: Estimated \$ 25,000.00 for one year.

END USERS: Various City Departments.

SCOPE: Electrical parts and fixtures.

City of San Antonio Bid Tabulation

Opened: August 13, 2004		Texas Equipment Company 7490 FM 1560 San Antonio, TX 78254
For: Annual Contract for Thermo Lay Pothole Patch Equipment Parts & Service		
A602-05	DR	
Item	Description	
1	Thermo Lay Pothole Patch Equipment Parts	Net TEC/Thermolay Dealer TEC0408 Aug. 1, 2004 List
A.	Percent of discount offered	
B.	Product identification (Mfr.)	
C.	Type price schedule	
D.	Price schedule number	
E.	Date of price schedule	
F.	Price schedule column on which discount is based	
2	Labor and Service	\$50.00 per hour Net 30
	Labor rate for service	
	Terms	

City of San Antonio Bid Tabulation

			Bid #1		Bid #2			
	Opened: July 30, 2004		PSI Plastic Graphics	Computype	Dynamic Imaging Solutions	Lamination Service, Inc.	The IRIS Companies	The IRIS Companies
	Annual Contract for Printing of Library Borrower Cards		16149 Westwoods Business Park	2285 W. County Road C	6305 Northam Drive, Ste. #5	3081 Bartlett Corporate Drive	901 Park Road	901 Park Road
	A998-05 AW/arw		Ellisville, MD 63021	St. Paul, MN 55113	Mississagua, Ontario Canada L4V1W9	Bartlett, TN 38133	Fleetwood, PA 19522	Fleetwood, PA 19522
Item	Description	Estimated Annual Quantity						
1	Library Borrower Cards	150,000						
	Price per Thousand		\$170.00	\$309.83	\$179.39	\$241.00	\$410.00	\$168.00
	Total Price		\$25,500.00	\$46,474.50	\$26,908.50	\$36,150.00	\$61,500.00	\$25,200.00
2	One-time Tooling/Setup Fee							
	Price Each		No Charge	No Charge	No Charge	No Charge	No Charge	No Charge
	Terms		2%-10	Net 30	1.5%-7	Net 30	Net 30	Net 30
Total Estimated Annual Award			\$25,500.00*					

No Bid: The Library Store, Inc.

This contract will provide the San Antonio Public Library with digitally color printed library borrower cards. Cards will be issued to patrons requesting library cards which are required to access various resources available at the Central library and library branches.

User: San Antonio Public Library

*Award based on 2% discount