

**CITY OF SAN ANTONIO  
PURCHASING & GENERAL SERVICES DEPARTMENT  
CITY COUNCIL AGENDA MEMORANDUM**

**CONSENT AGENDA  
ITEM NO. 7**

**TO:** Mayor and City Council

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

**THROUGH:** J. Rolando Bono, Interim City Manager

**COPIES:** Erik J. Walsh, Assistant to the City Manager;  
Albert Ortiz, Chief of Police;  
File

**SUBJECT:** Personal Protection Coveralls

**DATE:** October 21, 2004

**SUMMARY & RECOMMENDATION**

This ordinance authorizes the Purchasing & General Services Department to accept the low responsive bid submitted by Safety Supply, Inc., a WBE, to provide the City of San Antonio Police Department with personal protection coveralls. Staff recommends approval of this ordinance.

**BACKGROUND INFORMATION**

The attached tabulation of thirty bids to provide the City of San Antonio Police Department with personal protection coveralls is hereby submitted for council consideration and action. This bid was advertised in the Daily Commercial Recorder, La Prensa, the City of San Antonio Purchasing Website, Public Access Channel 21 and Demandstar.com. The low responsive bid was submitted by Safety Supply, Inc., a WBE company, for a total of \$57,505.75.

This contract will provide the Police Department with 2,300 sets of personal protection coveralls. Police officers are responsible for responding to a variety of calls on a 24 hour/7 day a week basis. The personal protection coveralls will provide dermal protection to police officers responding to calls which may expose them to hazardous materials, chemical spills and other dangerous matter. The coveralls will also protect officers when responding to calls for possible contaminated areas such as train derailments and overturned vehicles and trucks.

**POLICY ANALYSIS**

In 2003, the City of San Antonio was issued a State Homeland Security Grant to improve the City's ability to respond to potential acts of terrorism with the use of Weapons of Mass Destruction. A list of specialized equipment was developed and approved by officials representing agencies such as the U.S. Department of Justice, the Public Health Service, and the U.S. Department of Energy. This list was derived to have equipment standardized and have the capability of interoperability within various municipalities. These coveralls will be part of a first responder Personal Protection Equipment kit that will be issued to every police officer in the San Antonio Police Department.

**FISCAL IMPACT**

The total cost of this contract is \$57,505.75. Funding will be from the Grants in Aid Trust Fund - State Homeland Security Grant. All expenditures will be in accordance with the FY2004-2005 Budget approved by City Council.


**COORDINATION**

This item has been coordinated with the City of San Antonio Police Department.

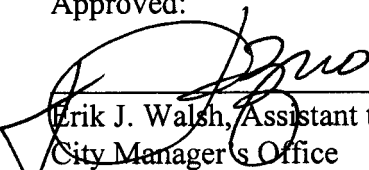
**SUPPLEMENTAL INFORMATION:**


The City of San Antonio Purchasing Department advertises bids in the Daily Commercial Recorder, La Prensa, The San Antonio Observer, and the San Antonio Express-News. This office also advertises bids on Public Access Channel 21, the Purchasing Website and utilizes the services of Demandstar.com to notify registered vendors of City bids.

This contract was developed utilizing the formal competitive bid process; therefore, an Ethics Disclosure Form is not required.

*for*   
\_\_\_\_\_  
Janie B. Cantu, C.P.M., Director  
Purchasing & General Services

Approved:

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

  
\_\_\_\_\_  
J. Rolando Bono  
Interim City Manager

**City of San Antonio Bid Tabulation**

Opened: August 20, 2004			Bid #1		Bid #2		Bid #1	
For: Personal Protection Coveralls			Safety Supply, Inc.	Abatix Corp.	Accurate Safety	Alamo Iron Works	Alamo Iron Works	Alaron Supply Company Inc.
04-096 DR			12050 Crownpoint Dr. #160	3011 E. Broadway Rd. Suite 300	10320 N. Thor Dr.	943 SBC Center Pkwy.	943 SBC Center Pkwy.	PO Box 246
			San Antonio TX 78233	Phoenix AZ 85040	Freeland MI 48623	San Antonio TX 78219	San Antonio TX 78219	San Antonio TX 78291
ITEM	Description	Quantity						
1	Personal Protection Coveralls, Size: Medium	27						
	Price Each		\$24.83	\$27.91	\$29.95	\$28.18	\$25.38	\$28.90
	Price Total		\$670.41	\$753.57	\$808.65	\$760.86	\$685.26	\$780.30
	Manufacturer Name & Model Number		Lakeland Tychem BR 130-M	Dupont BR127T	Dupont BR127T	Dupont BR127T-M	Lakeland BR-130M	Dupont BR127T-M
2	Personal Protection Coveralls, Size: Large	1100						
	Price Each		\$24.83	\$27.91	\$29.95	\$28.18	\$25.38	\$28.90
	Price Total		\$27,313.00	\$30,701.00	\$32,945.00	\$30,998.00	\$27,918.00	\$31,790.00
	Manufacturer Name & Model Number		Lakeland Tychem BR 130-L	Dupont BR127T	Dupont BR127T	Dupont BR127T-L	Lakeland BR-130LRG	Dupont BR127T-L
3	Personal Protection Coveralls, Size: X-Large	828						
	Price Each		\$24.83	\$27.91	\$29.95	\$28.18	\$25.38	\$28.90
	Price Total		\$20,559.24	\$23,109.48	\$24,798.60	\$23,333.04	\$21,014.64	\$23,929.20
	Manufacturer Name & Model Number		Lakeland Tychem BR 130-XL	Dupont BR127T	Dupont BR127T	Dupont BR127T-XL	Lakeland BR-130XL	Dupont BR127T-XL
4	Personal Protection Coveralls, Size: 2X-Large	345						
	Price Each		\$25.98	\$29.58	\$31.85	\$29.87	\$27.28	\$30.64
	Price Total		\$8,963.10	\$10,205.10	\$10,988.25	\$10,305.15	\$9,411.60	\$10,570.80
	Manufacturer Name & Model Number		Lakeland Tychem BR 130-XXL	Dupont BR127T	Dupont BR127T	Dupont BR127T-2XL	Lakeland BR-1302XL	Dupont BR127T-2XL
	Delivery		39 Days	14 Days	10-30 Days	63-77 Days	35-42 Days	63-77 Days
	Terms		1% 10 Days	Net 30	Net 30	Net 30	Net 30	Net 30
	Total Award		\$57,505.75					

\*Prices are adjusted for comparison purposes only.

**City of San Antonio Bid Tabulation**

Bid #2									
Opened: August 20, 2004		Alaron Supply Company Inc.	American Safety Util. Corp.	Apex Pinnacle	Aramco	Fisher Safety	GiG S.A. Inc	Global Protection, LLC	Globe Electric Co. Inc.
For: Personal Protection Coveralls		PO Box 246	529 Caleb Rd.	16 Canal St.	1655 Imperial Way	9999 Veterans Memorial	4509 I-90 So. Service Rd	5 Stow Rd, Suite H	P.O. Box 710548 10902 Roark Rd.
04-096 DR		San Antonio TX 78291	Shelby NC 28152	Port Crane NY 13833	Thorofare NJ 08086	Houston TX 77038	Rapid City SD 57703	Moriton NJ 08053	Houston TX 77271
ITEM	Description								
1	Personal Protection Coveralls, Size: Medium								
	Price Each	\$26.03	\$76.70/*\$38.35	\$32.35	\$26.38	\$29.59	\$27.50	\$28.37	\$26.30
	Price Total	\$702.81	\$1,035.45	\$873.45	\$712.26	\$798.93	\$742.50	\$765.99	\$710.10
	Manufacturer Name & Model Number	Lakeland BR-130 M	Dupont B127T	Lakeland # 95130	Lakeland BR130	Dupont BR127T	Lakeland BR130 M	Dupont BR127T	Lakeland BR130
2	Personal Protection Coveralls, Size: Large								
	Price Each	\$26.03	\$76.70/*\$38.35	\$32.35	\$26.38	\$29.59	\$27.50	\$28.37	\$26.30
	Price Total	\$28,633.00	\$42,185.00	\$35,585.00	\$29,018.00	\$32,549.00	\$30,250.00	\$31,207.00	\$28,930.00
	Manufacturer Name & Model Number	Lakeland BR-130 LRG	Dupont BR127T	Lakeland # 95130	Lakeland BR130	Dupont BR127T	Lakeland BR130 LG	Dupont BR127T	Lakeland BR130
3	Personal Protection Coveralls, Size: X-Large								
	Price Each	\$26.03	\$76.70/*\$38.35	\$32.35	\$26.38	\$29.59	\$27.50	\$28.37	\$26.30
	Price Total	\$21,552.84	\$31,753.80	\$26,785.80	\$21,842.64	\$24,500.52	\$22,770.00	\$23,490.36	\$21,776.40
	Manufacturer Name & Model Number	Lakeland BR-130 XL	Dupont BR127T	Lakeland # 95130	Lakeland BR130	Dupont BR127T	Lakeland BR130 XL	Dupont BR127T	Lakeland BR130
4	Personal Protection Coveralls, Size: 2X-Large								
	Price Each	\$27.98	\$76.70/*\$38.35	\$34.30	\$27.70	\$31.81	\$30.00	\$30.07	\$28.10
	Price Total	\$9,653.10	\$13,230.75	\$11,833.50	\$9,556.50	\$10,974.45	\$10,350.00	\$10,374.15	\$9,694.50
	Manufacturer Name & Model Number	Lakeland BR-130 2XL	Dupont BR127T	Lakeland #95130	Lakeland BR130	Dupont BR127T	Lakeland BR130 XXL	Dupont BR127T	Lakeland BR130
	Delivery	35-42 Days	60 Days	100 Days	84 Days	45 Days	120 Days	30 Days	42 Days
	Terms	Net 30	1/2 10 Days	Net 30	Net 30	Net 30	Net 30	1% 10 Days	Net 30
	Total Award								

\*Prices are adjusted for comparison purposes only.

**City of San Antonio Bid Tabulation**

Opened: August 20, 2004		Haz - Mat Depot	H & M Co. Inc.	John Cole Chemical Corp DBA Josco Products P.O. Box 17545	L-Mor Inc. dba Darling Fire & Safety	Lone Star Safety & Supply, Inc.	Memco	MSC Industrial Supply
For: Personal Protection Coveralls		15 Fable Rd	200 Chihuahua St.		13404 St. Clair Avenue	2631 Freewood Dr.	10701 E Winner Rd. Suite 230	2556 Boardwalk
04-096 DR		St. James NY 11780	San Antonio TX 78207	Austin TX 78760	Cleveland OH 44110	Dallas TX 75220	Independence MO 64052	San Antonio TX 78217
ITEM	Description							
1	Personal Protection Coveralls, Size: Medium							
	Price Each	\$34.53	\$29.97	\$30.18	\$30.98	\$25.51	\$29.75	\$66.27
	Price Total	\$932.31	\$809.19	\$814.86	\$836.46	\$688.77	\$803.25	\$1,789.29
	Manufacturer Name & Model Number	Lakeland Tychem BR130	Lakeland BR130	Dupont Tychem BR127T	Lakeland Industries	Lakeland Industries BR130	Lakeland BR130	Dupont Tychem BR127T
2	Personal Protection Coveralls, Size: Large							
	Price Each	\$31.19	\$29.97	\$30.18	\$30.98	\$25.51	\$29.75	\$66.27
	Price Total	\$34,309.00	\$32,967.00	\$33,198.00	\$34,078.00	\$28,061.00	\$32,725.00	\$72,897.00
	Manufacturer Name & Model Number	Lakeland Tychem BR130	Lakeland BR130	Dupont Tychem BR127T	Lakeland Industries	Lakeland Industries BR130	Lakeland BR130	Dupont Tychem BR127T
3	Personal Protection Coveralls, Size: X-Large							
	Price Each	\$31.19	\$29.97	\$30.18	\$30.98	\$25.51	\$29.75	\$66.27
	Price Total	\$25,825.32	\$24,815.16	\$24,989.04	\$25,651.44	\$21,122.28	\$24,633.00	\$54,871.56
	Manufacturer Name & Model Number	Lakeland Tychem BR130	Lakeland BR130	Dupont Tychem BR127T	Lakeland Industries	Lakeland Industries BR130	Lakeland BR130	Dupont Tychem BR127T
4	Personal Protection Coveralls, Size: 2X-Large							
	Price Each	\$33.72	\$32.33	\$32.00	\$33.31	\$27.44	\$31.99	\$70.25
	Price Total	\$11,633.40	\$11,153.85	\$11,040.00	\$11,491.95	\$9,466.80	\$11,036.55	\$24,236.25
	Manufacturer Name & Model Number	Lakeland Tychem BR130	Lakeland BR130	Dupont Tychem BR127T	Lakeland Industries	Lakeland Industries BR130	Lakeland BR130	Dupont Tychem BR127T
	Delivery	45 Days	42 Days	35 Days	90 Days	84 Days	7 Days	60 Days
	Terms	2% - 15 Days	Net 30	0.5% - 10 Days	Net 30	Net 30	Net 30	Net 30
	Total Award							

\*Prices are adjusted for comparison purposes only.

**City of San Antonio Bid Tabulation**

Opened: August 20, 2004		Pine Environmental Services, Inc.	Safety Supply South	Safety Today	Secure Product Creations	Security Safety	Southeastern Emergency Equip.	Sunbelt Mill Supply
For: Personal Protection Coveralls		92 N. Main Street Bldg 20	P.O. Box 1013 / 100 Centrum Dr.	2425 Spiegel Dr. Suite A	128 E. Sixth St.	12701 Fuqua # 103	P.O. Box 1196	7715 Grissom Rd
04-096 DR		Windsor NJ 08561	Irmco SC 29063	Groveport OH 43125	Cincinnati OH 45202	Houston TX 77034	Wake Forest NC 27588	San Antonio TX 78251
ITEM	Description							
1	Personal Protection Coveralls, Size: Medium							
	Price Each	\$36.50	\$29.26	\$27.95	\$95.00	\$28.33	\$186.00/*\$31.00	\$27.29
	Price Total	\$985.50	\$790.02	\$754.65	\$2,565.00	\$764.91	\$837.00	\$736.83
	Manufacturer Name & Model Number	Lakeland BR130	Lakeland Industries BR130 M	Dupont BR127T M	Perimeter Control Kit	Daniel Safety Products BR130MD	Lakeland BR130	Dupont Tychem BR130
2	Personal Protection Coveralls, Size: Large							
	Price Each	\$36.50	\$29.26	\$27.95	\$95.00	\$28.33	\$186.00/*\$31.00	\$27.29
	Price Total	\$40,150.00	\$32,186.00	\$30,745.00	\$104,500.00	\$31,163.00	\$34,100.00	\$30,019.00
	Manufacturer Name & Model Number	Lakeland BR130	Lakeland Industries BR130	Dupont BR127T LG	Perimeter Control Kit	BR130MD	Lakeland BR130	Dupont Tychem BR130
3	Personal Protection Coveralls, Size: X-Large							
	Price Each	\$36.50	\$29.26	\$27.95	\$95.00	\$28.33	\$186.00/*\$31.00	\$27.29
	Price Total	\$30,222.00	\$24,227.28	\$23,142.60	\$78,660.00	\$23,457.24	\$25,668.00	\$22,596.12
	Manufacturer Name & Model Number	Lakeland BR130	Lakeland Industries BR130 XL	Dupont BR127T XL	Perimeter Control Kit	BR130MD	Lakeland BR130	Dupont Tychem BR130
4	Personal Protection Coveralls, Size: 2X-Large							
	Price Each	\$38.50	\$31.45	\$29.60	\$95.00	\$30.31	\$186.00/*\$31.00	\$29.34
	Price Total	\$13,282.50	\$10,850.25	\$10,212.00	\$32,775.00	\$10,456.95	\$10,695.00	\$10,122.30
	Manufacturer Name & Model Number	Lakeland BR130	Lakeland Industries BR130 2X	Dupont BR127T XXL	Perimeter Control Kit	BR130MD	Lakeland BR130	Dupont Tychem BR130
	Delivery	84 Days	20 Days	4-6 Weeks	45 Days	60 Days	10 Days	70-84 Days
	Terms	Net 30	Net 30	Net 30	Net 30	Net 30	Net 30	Net 30
	Total Award							

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**City of San Antonio Bid Tabulation**

Opened: August 20, 2004		Universal Medical Sales	Verona Safety Supply Inc.
For: Personal Protection Coveralls		1831 Jennifer	901 Watson Ave. Suite 109
04-096	DR	San Antonio TX 78224	Madison WI 53713
ITEM	Description		
1	Personal Protection Coveralls, Size: Medium		
	Price Each	\$36.50	\$32.51
	Price Total	\$985.50	\$877.77
	Manufacturer Name & Model Number	Dupont BR127T	Dupont Tychem BR130
2	Personal Protection Coveralls, Size: Large		
	Price Each	\$37.50	\$29.37
	Price Total	\$41,250.00	\$32,307.00
	Manufacturer Name & Model Number	Dupont BR127T	Dupont Tychem BR130
3	Personal Protection Coveralls, Size: X-Large		
	Price Each	\$38.50	\$29.26
	Price Total	\$31,878.00	\$24,227.28
	Manufacturer Name & Model Number	Dupont BR127T	Dupont Tychem BR130
4	Personal Protection Coveralls, Size: 2X-Large		
	Price Each	\$39.50	\$31.73
	Price Total	\$13,627.50	\$10,946.85
	Manufacturer Name & Model Number	Dupont BR127T	Dupont Tychem BR130
	Delivery	30 Days	90-120 Days
	Terms	Net 30	Net 30
	Total Award		

\*Prices are adjusted for comparison purposes only.