

**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

SUBJECT: Personal Protection Coveralls

DATE: November 18, 2004

SUMMARY & RECOMMENDATION

This ordinance authorizes the Purchasing & General Services Department to accept the low responsive bid submitted by Alamo Iron Works to provide the City of San Antonio Fire, Public Works and Environmental Services Departments with personal protection coveralls. Staff recommends approval of this ordinance.

BACKGROUND INFORMATION

The attached tabulation of twenty-seven bids to provide the City of San Antonio Fire 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 San Antonio Observer, the City of San Antonio Purchasing Website, Public Access Channel 21 and Demandstar.com. The low responsive bid was submitted Alamo Iron Works for a total of \$50,200.35.

This contract will provide the City of San Antonio Fire Department EMS, Public Works and Environmental Services with 2,101 sets of personal protection coveralls. Several departments within the City of San Antonio are responsible for responding to a variety of emergency hazmat calls on a 24 hour/7 day a week basis. The personal protection coveralls are designed to protect employees by providing dermal protection when responding to incidents which may expose them to hazardous materials, chemical spills and other dangerous matter.

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 firefighter within the San Antonio Fire Department and will also be used by Public Works and Environmental Services employees.

FISCAL IMPACT

The total cost of this contract is \$50,200.35. 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 Fire, Public Works and Environmental Services 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.



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



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: October 29, 2004			Alamo Iron Works	Accurate Safety	Alaron Supply Co.	Apex Pinnacle	Aramco, Inc.	Bullseye Envir. Corp.
For: Personal Protection Coveralls			943 SBC Center Pkwy.	10320 N. Thor Dr.	PO Box 246	16 Canal St.	2508 Fairway Park Drive	7900 N. Radcliffe St.
05-004 DR			San Antonio TX 78219	Freeland MI 48623	San Antonio TX 78291	Port Crane NY 13833	Houston TX 77092	Tullytown PA 19007
ITEM	Description	Quantity						
1	Personal Protection Coveralls, Size: Medium	25						
	Price Each		\$23.85	\$29.25	\$24.20	\$47.60	\$26.38	\$29.92
	Price Total		\$596.25	\$731.25	\$605.00	\$1,190.00	\$659.50	\$748.00
	Manufacturer Name & Model Number		Lakeland BR 130M	Lakeland BR 130	Lakeland BR130M	Lakeland BR 130M	Lakeland BR-130	Lakeland BR-130
2	Personal Protection Coveralls, Size: Large	58						
	Price Each		\$23.85	\$29.25	\$24.20	\$41.00	\$26.38	\$29.92
	Price Total		\$1,383.30	\$1,696.50	\$1,403.60	\$2,378.00	\$1,530.04	\$1,735.36
	Manufacturer Name & Model Number		Lakeland BR 130L	Lakeland BR 130	Lakeland BR130L	Lakeland BR 130L	Lakeland BR-130	Lakeland BR-130
3	Personal Protection Coveralls, Size: X-Large	977						
	Price Each		\$23.85	\$29.25	\$24.20	\$39.45	\$26.38	\$29.25
	Price Total		\$23,301.45	\$28,577.25	\$23,643.40	\$38,542.65	\$25,773.26	\$28,577.25
	Manufacturer Name & Model Number		Lakeland BR 130XL	Lakeland BR 130	Lakeland BR130XL	Lakeland BR 130XL	Lakeland BR-130	Lakeland BR-130
4	Personal Protection Coveralls, Size: 2X-Large	966						
	Price Each		\$23.85	\$31.45	\$24.20	\$39.65	\$27.70	\$31.45
	Price Total		\$23,039.10	\$30,380.70	\$23,377.20	\$38,301.90	\$26,758.20	\$30,380.70
	Manufacturer Name & Model Number		Lakeland BR 1302XL	Lakeland BR 130	Lakeland BR1302XL	Lakeland BR 1302X	Lakeland BR-130	Lakeland BR-130
5	Personal Protection Coveralls, Size: 3X-Large	75						
	Price Each		\$25.07	\$33.80	\$25.45	\$44.40	\$29.77	\$34.57
	Price Total		\$1,880.25	\$2,535.00	\$1,908.75	\$3,330.00	\$2,232.75	\$2,592.75
	Manufacturer Name & Model Number		Lakeland BR130 3XL	Lakeland BR 130	Lakeland BR 130 3XL	Lakeland BR 130 3X	Lakeland BR130	Lakeland BR-130
	Delivery		60 Days	84 Days	60 Days	45 Days	84 Days	10-14 Days
	Terms		Net 30	Net 30	Net 30	Net 30	Net 30	Net 30
	Total for Items 1-5		\$50,200.35	\$63,920.70	\$50,937.95	\$83,742.55	\$56,953.75	\$64,034.06
	Total Award		\$50,200.35					

No Bids: American Safety Util. Corp. & Superior Uniform Group, Inc.

*Prices are adjusted for comparison purposes only.

City of San Antonio Bid Tabulation

Opened: October 29, 2004		CCP Industries, Inc.	DZ Technologies, Inc.	Ferno Washington, Inc.	Ferrara Fire Apparatus Inc.	Fisher Safety	Fisher Scientific Co. LLC dba Fisher Safety	Global Protection, LLC
For: Personal Protection Coveralls		PO Box 6500	17194 Preston Rd., Suite 102-272	70 Weil Way	27855 James Chapel Rd.	9999 Veterans Memorial Dr.	2000 Park Lane	5 Stow Rd, Suite H
05-004 DR		Cleveland OH 44101	Dallas TX 75248	Wilmington OH 45177	Holden LA 70744	Houston TX 77038	Pittsburgh PA 15275	Morton NJ 08053
ITEM	Description							
1	Personal Protection Coveralls, Size: Medium							
	Price Each	\$36.20	\$28.9668	\$29.26	\$175.59/*\$29.265	\$29.62	\$195.06	\$28.17
	Price Total	\$905.00	\$724.17	\$731.50	\$731.63	\$740.50	\$4,876.50	\$704.25
	Manufacturer Name & Model Number	5LKBR130-M/Lakeland Ind.	BR130 Lakeland	Lakeland Tychem BR130	Lakeland BR130	Dupont BR127TYL MD000200	BR130-MD Lakeland Ind.	Lakeland BR130
2	Personal Protection Coveralls, Size: Large							
	Price Each	\$36.20	\$28.9668	\$29.26	\$175.59/*\$29.265	\$29.62	\$195.06	\$28.17
	Price Total	\$2,099.60	\$1,680.07	\$1,697.08	\$1,697.37	\$1,717.96	\$11,313.48	\$1,633.86
	Manufacturer Name & Model Number	5LKBR130-LG/Lakeland Ind.	BR130 Lakeland	Lakeland Tychem BR130	Lakeland BR130	Dupont BR127TYLLG000200	BR130-LG Lakeland Ind.	Lakeland BR130
3	Personal Protection Coveralls, Size: X-Large							
	Price Each	\$36.20	\$28.9668	\$29.26	\$175.59/*\$29.265	\$29.62	\$195.06	\$28.17
	Price Total	\$35,367.40	\$28,300.56	\$28,587.02	\$28,591.91	\$28,938.74	\$190,573.62	\$27,522.09
	Manufacturer Name & Model Number	5LKBR130-XL/Lakeland Ind.	BR130 Lakeland	Lakeland Tychem BR130	Lakeland BR130	Dupont BR127TXLXL00020	BR130-XLG Lakeland Ind.	Lakeland BR130
4	Personal Protection Coveralls, Size: 2X-Large							
	Price Each	\$38.83	\$29.3058	\$31.46	\$188.79/*\$31.465	\$31.40	\$209.69	\$30.29
	Price Total	\$37,509.78	\$28,309.40	\$30,390.36	\$30,395.19	\$30,332.40	\$202,560.54	\$29,260.14
	Manufacturer Name & Model Number	5LKBR130-3XL/Lakeland Ind.	BR130 Lakeland	Lakeland Tychem BR130	Lakeland BR130	Dupont BR127TX3XL000200	BR130-2XLG	Lakeland BR130
5	Personal Protection Coveralls, Size: 3X-Large							
	Price Each	\$41.65	\$30.43166	\$33.81	\$202.95/*\$33.825	\$66.57	\$225.41	\$32.56
	Price Total	\$3,123.75	\$2,282.37	\$2,535.75	\$2,536.88	\$4,992.75	\$16,905.75	\$2,442.00
	Manufacturer Name & Model Number	5LKBR130-3XL/Lakeland Ind.	BR130 Lakeland	Lakeland Tychem BR130	Lakeland BR130	Dupont BR127TYL3XL00020	BR130-3XLG	Lakeland BR130
	Delivery	10 Weeks	30 Days	84 Days	90 Days	18 Days	12 Weeks	85 Days
	Terms	Net 30	1% 2 Days	Net 30	1% 10 Days	Net 30	Net 30	1% 10 Days
	Total for Items 1-5	\$79,005.53	\$61,296.59	\$63,941.71	\$63,952.97	\$66,722.35	\$426,229.89	\$61,562.34
	Total Award							

No Bids: American Safety Util. Corp. & Superior Uniform Group, Inc.

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City of San Antonio Bid Tabulation

Opened: October 29, 2004		Globe Electric Co. Inc.	MagRabbit-AIW, LLC	Memco Industrial & Safety Supply, Inc.	Municipal Emergency Services	Pine Environmental Services	Safety Products, Inc.	Safety Supply, Inc.
For: Personal Protection Coveralls		P.O. Box 710548 10902 Roark Rd.	PO Box 2341	10701 E. Winner Road, #2341	401 A Hoffman Road	92 N. Main Street, Bldg.20	3517 Craftsman Blvd.	12050 Crownpoint Dr., Suite 160
05-004 DR		Houston TX 77271	San Antonio TX 78298	Independence MO 64052	Euless TX 76040	Windsor NJ 08561	Lakeland FL 33803	San Antonio TX 78233
ITEM	Description							
1	Personal Protection Coveralls, Size: Medium							
	Price Each	\$24.10	\$24.40	\$29.74	\$34.54	\$30.00	\$27.42	\$25.15
	Price Total	\$602.50	\$610.00	\$743.50	\$863.50	\$750.00	\$685.50	\$628.75
	Manufacturer Name & Model Number	Lakeland BR130	Lakeland BR130M	Lakeland BR130 Med	Lakeland Tychem BR127T	Lakeland Tychem BR130	Lakeland Industries BR130	Lakeland BR130M
2	Personal Protection Coveralls, Size: Large							
	Price Each	\$24.10	\$24.40	\$29.74	\$34.54	\$30.00	\$27.42	\$25.15
	Price Total	\$1,397.80	\$1,415.20	\$1,724.92	\$2,003.32	\$1,740.00	\$1,590.36	\$1,458.70
	Manufacturer Name & Model Number	Lakeland BR130	Lakeland BR130L	Lakeland BR130 Lrg	Lakeland Tychem BR127T	Lakeland Tychem BR130	Lakeland Industries BR130	Lakeland BR130L
3	Personal Protection Coveralls, Size: X-Large							
	Price Each	\$24.10	\$24.40	\$29.74	\$34.54	\$28.50	\$27.42	\$25.15
	Price Total	\$23,545.70	\$23,838.80	\$29,055.98	\$33,745.58	\$27,844.50	\$26,789.34	\$24,571.55
	Manufacturer Name & Model Number	Lakeland BR130	Lakeland BR130XL	Lakeland BR130 XL	Lakeland Tychem BR127T	Lakeland Tychem BR130	Lakeland Industries BR130	Lakeland BR130 XL
4	Personal Protection Coveralls, Size: 2X-Large							
	Price Each	\$25.30	\$24.40	\$31.97	\$36.61	\$30.50	\$29.48	\$26.38
	Price Total	\$24,439.80	\$23,570.40	\$30,883.02	\$35,365.26	\$29,463.00	\$28,477.68	\$25,483.08
	Manufacturer Name & Model Number	Lakeland BR130	Lakeland BR130XXL	Lakeland BR130 XXL	Lakeland Tychem BR127T	Lakeland Tychem BR130	Lakeland Industries BR130	Lakeland BR130-2XL
5	Personal Protection Coveralls, Size: 3X-Large							
	Price Each	\$26.58	\$25.70	\$34.36	\$38.80	\$34.00	\$31.69	\$27.75
	Price Total	\$1,993.50	\$1,927.50	\$2,577.00	\$2,910.00	\$2,550.00	\$2,376.75	\$2,081.25
	Manufacturer Name & Model Number	Lakeland BR130	Lakeland BR130XXXL	Lakeland BR130 3XL	Lakeland Tychem BR127T	Lakeland Tychem BR130	Lakeland Industries BR130	Lakeland BR130-3XL
	Delivery	84 Days	56-60 Days	10-15 Days	35 Days	84 Days	6-8 Weeks	49 Days
	Terms	Net 30	Net 30	Net 30	Net 30	Net 30	1% 10 Days	3% 10 Days
	Total for Items 1-5	\$51,979.30	\$51,361.90	\$64,984.42	\$74,887.66	\$62,347.50	\$59,919.63	\$54,223.33
	Total Award							

No Bids: American Safety Util. Corp. & Superior Uniform Group, Inc.

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City of San Antonio Bid Tabulation

Opened: October 29, 2004		Security Safety	Sunbelt Mill Supply	Tascosa Tool Service	The Strong Group, Inc.	Tri-anim Health Services, Inc.	Uniforms Manufacturing	Wayest Safety, Inc.
For: Personal Protection Coveralls		12701 Fuqua #103	7715 Grissom Road	306 N. Fillmore	37 Trinity Place	13170 Telfair Ave	PO Box 12716	709 W. Broad St. #100-E
05-004 DR		Houston TX 77034	San Antonio TX 78251	Amarillo TX 79107	Hewlett 11557 NY	Sylmar CA 91342	Scottsdale AZ 85267	Forney TX 75126
ITEM	Description							
1	Personal Protection Coveralls, Size: Medium							
	Price Each	\$24.65	\$27.14	\$31.86	\$31.00	\$32.10	\$28.44	\$28.63
	Price Total	\$616.25	\$678.50	\$796.50	\$775.00	\$802.50	\$711.00	\$715.75
	Manufacturer Name & Model Number	Lakeland BR130	Dupont BR130	Lakeland BR130	Lakeland Tychem BR130	Lakeland BR130-M	same as spec	Lakeland BR130
2	Personal Protection Coveralls, Size: Large							
	Price Each	\$24.65	\$27.14	\$31.86	\$31.00	\$32.10	\$28.44	\$28.63
	Price Total	\$1,429.70	\$1,574.12	\$1,847.88	\$1,798.00	\$1,861.80	\$1,649.52	\$1,660.54
	Manufacturer Name & Model Number	Lakeland BR130	Dupont BR130	Lakeland BR130	Lakeland Tychem BR130	Lakeland BR130-L	same as spec	Lakeland BR130
3	Personal Protection Coveralls, Size: X-Large							
	Price Each	\$24.65	\$27.14	\$31.86	\$31.00	\$32.10	\$28.44	\$28.63
	Price Total	\$24,083.05	\$26,515.78	\$31,127.22	\$30,287.00	\$31,361.70	\$27,785.88	\$27,971.51
	Manufacturer Name & Model Number	Lakeland BR130	Dupont BR130	Lakeland BR130	Lakeland Tychem BR130	Lakeland BR130-XL	same as spec	Lakeland BR130
4	Personal Protection Coveralls, Size: 2X-Large							
	Price Each	\$25.84	\$29.17	\$34.23	\$32.54	\$34.50	\$30.57	\$30.78
	Price Total	\$24,961.44	\$28,178.22	\$33,066.18	\$31,433.64	\$33,327.00	\$29,530.62	\$29,733.48
	Manufacturer Name & Model Number	Lakeland BR130	Dupont BR130	Lakeland BR130	Lakeland Tychem BR130	Lakeland BR130-XXL	same as spec	Lakeland BR130
5	Personal Protection Coveralls, Size: 3X-Large							
	Price Each	\$27.07	\$31.37	\$36.41	\$34.99	\$37.10	\$32.86	\$33.09
	Price Total	\$2,030.25	\$2,352.75	\$2,730.75	\$2,624.25	\$2,782.50	\$2,464.50	\$2,481.75
	Manufacturer Name & Model Number	Lakeland BR130	Dupont BR130	Lakeland BR130	Lakeland Tychem BR130	Lakeland BR130-XXXL	same as spec	Lakeland BR130
	Delivery	84 Days	50-60 Days	90 Days	60-90 Days	60 Days	60 ARO	60 Days
	Terms	Net 30	Net 30	Net 30	Net 30	Net 30	Net 30	3% 10 Days
	Total for Items 1-5	\$53,120.69	\$59,299.37	\$69,568.53	\$66,917.89	\$70,135.50	\$62,141.52	\$62,563.03
	Total Award							

No Bids: American Safety Util. Corp. & Superior Uniform Group, Inc.

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