



City Council Report

Date: November 6, 2017
To: City Council
Through: Michael Kennington, Chief Financial Officer
From: Edward Quedens, MPA, C.P.M., CPPO, Business Services Director
Matt Bauer, MBA, CPPO, CPPB, CPSM, Procurement Administrator
Subject: Three-Year Term Contract for Safety Supplies for the Materials and Supply Warehouse (for various City Departments **(Citywide)**)

Purpose and Recommendation

Council is requested to approve the Term Contract for Safety Supplies as recommended.

The Business Services Department and Purchasing recommend awarding the contract to the lowest, responsive and responsible bidders: AGS Safety & Supply; Bridgestone Hosepower, LLC dba Complete Safety; Diversified Products USA; Mallory Safety & Supply LLC; and Western Pneumatic Tool Company dba Construction Tool & Supply; cumulatively not to exceed \$150,000.00 annually, based on estimated requirements.

Background / Discussion

Safety Supplies are used by various City Departments and are made available through the City's Materials and Supply Warehouse.

The solicitation categorized Safety Supplies in Groups A through K: A - Sand Bags; B - Protective Gloves; C - Head, Ear, Eye and Face Protection; D - Gloves, Cowhide and Leather; E - Rainwear; F - Tape, Barrier Flagging; G - First Aid Cabinets, Kits and Refills; H - Respiratory Protection Equipment and Parts; I - Safety Vests; and J - Traffic Cones; and K - Rubber Boots.

Alternatives

Council may choose not to authorize the purchase and new responses will be solicited.

Fiscal Impact

The annual contract amount is available in the Materials and Supply operating budget through the Warehouse Internal Services Fund.

Coordinated With

Business Services Department – Materials and Supply, and Purchasing

PURCHASING INFORMATION

Action: Initial Award

Procurement Type: Request for Bids

Solicitation Number: 2018006

Vendors Registered: ProcureAZ (775) and Vendor Self Service (66)

Advertising: ProcureAZ and Purchasing Website

Downloads: 40

Responses: 8 (1 Non-Responsive)

Local Consideration: The Mesa bidder was already the lowest, responsive and responsible bidder for Groups D and J. Calculating pricing by using Management Policy #214, removing 1.75% (Mesa TPT) for bid evaluation purpose was not necessary.

Protests Received: None

Initial Contract Term: Three years

Possible Renewals: Two, one-year renewal subject to future Council consideration

Prices: Future price increases are capped by the Consumer Price Index

Pricing Available to Other Cooperative Agencies: Yes

August 1, 2017 Lowest Bid Responses

AGS Safety & Supply Tempe, AZ	\$9,004.79 (Recommended - Groups E and G)
Border States Electric Supply Phoenix, AZ	N/A
Bridgestone Hosepower, LLC dba Complete Safety Phoenix, AZ	\$20,055.65 (Recommended - Groups D and J)
Diversified Products USA Tempe, AZ	\$16,531.10 (Recommended - Groups B and I)
Mallory Safety & Supply LLC Fremont, CA	\$33,914.44 (Recommended - Groups C, F, H and K)
Northern Safety Co, Inc. Frankfort, NY	N/A
Western Pneumatic Tool Company dba Construction Tool & Supply Phoenix, AZ	\$59,867.50 (Recommended Group A)
HD Supply dba White Cap Construction Supply Longview, WA	Non-Responsive – Vendor did not complete pricing on Pricing Sheet for all categories per solicitation requirements.

No Bid Response received from
Outdoor Outfits – Toronto, Ontario

Bid Response Comments

Group B - Northern the low bidder, did not meet specifications for Micro-foam gloves. They bid a lower quality brand.

Group C - Both Northern and Western bid a generic brand of safety glasses and goggles, which were not at the quality as specified in the solicitation.

Group F - AGS bid items 55, 56, 57, 58 and 59 priced as each and did not extend their price to reflect per box of 1,000.

Group G - Bridgestone did not bid on most of the items, 25 out of 39 items.

AWARD RECOMMENDATION

Description
<p>Safety Supplies per Agreement No. 2018006; Exhibits – Detailed Specifications / Materials Specifications, Pricing, and Mesa Standard Terms and Conditions; Solicitation including any addenda; and Contractor Response</p> <p><i>AGS Safety & Supply - Tempe, AZ</i></p> <p><i>Bridgestone Horsepower, LLC dba Complete Safety - Phoenix, AZ</i></p> <p><i>Diversified Products USA - Tempe, AZ</i></p> <p><i>Mallory Safety & Supply LLC - Fremont, CA</i></p> <p><i>Western Pneumatic Tool Company dba Construction Tool & Supply - Phoenix, AZ</i></p> <p>Annual Contract Amount: <u>\$150,000.00</u> (cumulatively not to exceed)</p>