



**Purchasing Supply Agreement  
CITY OF AUSTIN  
RECOMMENDATION FOR COUNCIL ACTION**

**AGENDA ITEM NO.: 67  
AGENDA DATE: Thu 07/29/2004  
PAGE: 1 of 3**

**SUBJECT:** Authorize execution of 12-month supply agreement with AIRGAS SOUTHWEST, Austin, TX, for the purchase of safety supplies in an amount not to exceed \$49,605, with two 12-month extension options in an amount not to exceed \$49,605 per extension option, for a total agreement amount not to exceed \$148,815.

**AMOUNT & SOURCE OF FUNDING:** Funding in the amount of \$8,268 is available in the Fiscal Year 2003-2004 Approved Operating Budget for various City Departments. Funding for the remaining ten months of the original contract period and extension options is contingent upon available funding in future budgets.

**FISCAL NOTE:** There is no unanticipated fiscal impact. A fiscal note is not required.

|  |   |
|--|---|
| <b>REQUESTING</b> Purchasing<br><b>DEPARTMENT:</b> for Fire; Austin Water<br>Utility; Austin Energy;<br>Convention Center;<br>Public Works;<br>Transportation, Planning<br>and Sustainability; | <b>DIRECTOR'S<br/>AUTHORIZATION:</b> <u>Vickie Schubert</u> |
|--|---|

**FOR MORE INFORMATION CONTACT:** Sydney Ceder, Buyer II/(512) 974-2035

**PRIOR COUNCIL ACTION:** N/A

**BOARD AND COMMISSION ACTION:** N/A

**PURCHASING:** Low bid of ten bids received.

**MBE / WBE:** This contract will be awarded in compliance with Chapter 2-9 of the City Code (Minority-Owned and Women-Owned Business Enterprise Procurement Program). No subcontracting opportunities were identified, therefore, no goals were established for this solicitation.

---

This contract will provide a reliable source of safety supplies (i.e. safety helmets, face shields, safety glasses, ear protectors, etc.), to be worn by City of Austin personnel. The supplies are required for daily operations by City personnel while operating mechanized equipment. These items will be delivered by the vendor from its warehouse in Austin to the participating departments and facilities throughout the City. Some departments will keep extra supplies in stock readily available for field crews.

The following Departments will use this contract: Austin Water Utility (\$28,130.54), Public Works (\$12,154.94), Solid Waste Services (\$4,094.40), Fire (\$1,669.63), Austin Convention Center (\$1,221.81), PARD (\$1,070.74), Austin Energy (\$766.91), Aviation (\$366.61), and Transportation, Planning and Sustainability (\$129.39).

MBE/WBE Solicited: 2/7

MBE/WBE Bid: 0/1



**Purchasing Supply Agreement  
CITY OF AUSTIN  
RECOMMENDATION FOR COUNCIL ACTION**

**AGENDA ITEM NO.: 67  
AGENDA DATE: Thu 07/29/2004  
PAGE: 2 of 3**

**BID TABULATION**  
(Safety Supplies – 38 Line Items)

| <b><u>Vendor</u></b>                                       | <b><u>Total Price</u></b> |
|--|---------------------------|
| <b>Airgas Southwest<br/>Austin, Texas</b>                  | <b>\$ 49,604.96</b>       |
| <br>Safety Supply (WBE/FR)<br>San Antonio, Texas           | <br>\$ 54,529.30          |
| <br>AAA Fire & Safety Equipment Co., Inc.<br>Austin, Texas | <br>\$ 55,369.64          |
| <br>Carlton-Bates<br>Austin, Texas                         | <br>\$ 55,772.40          |
| <br>Equipment Direct<br>Brea, California                   | <br>\$ 64,406.29          |
| <br>Roadway Safety<br>Cedar Park, Texas                    | <br>\$128,403.85          |
| <br>Solar Medical<br>Houston, Texas                        | <br>\$235,017.27          |
| <br>Kentron HealthCare<br>Springfield, Tennessee           | <br>\$ 3,755.80*          |
| <br>TEC Utility<br>Georgetown, Texas                       | <br>\$ 14,157.55*         |
| <br>Security Safety<br>Houston, Texas                      | <br>\$ 44,090.29*         |

\*Non-responsive-did not bid all line items as required by the solicitation.

A complete bid tabulation is available in the Purchasing Office.

**PRICE ANALYSIS**

- a. Adequate competition.
- b. Twenty-nine notices were sent, including two MBEs and seven WBEs. Seventeen solicitations were issued including three WBEs. Ten bids were received including one WBE. The MBEs did not respond.



**Purchasing Supply Agreement  
CITY OF AUSTIN  
RECOMMENDATION FOR COUNCIL ACTION**

**AGENDA ITEM NO.: 67  
AGENDA DATE: Thu 07/29/2004  
PAGE: 3 of 3**

- c. The current pricing represents an approximate 6% decrease in the average unit price compared to the last contract awarded in April 2001.

**APPROVAL JUSTIFICATION**

- a. Low bid.
- b. Materials Management Division concurs with the recommended award.
- c. Advertised in the Austin American-Statesman and the Internet.