

**MEMORANDUM
COUNTY OF PLACER
ADMINISTRATIVE SERVICES DEPARTMENT
PROCUREMENT SERVICES DIVISION**

TO: Honorable Board of Supervisors
FROM: Brett Wood, Purchasing Manager *BW*
DATE: January 10, 2012
SUBJECT: Approve the Award of Competitive Bid No.10131 for Countywide First Aid and Safety Supplies in the Maximum Aggregate Amount of \$200,000.00

ACTION REQUESTED

Approve the award of Bid No. 10131 to Empire Safety, Roseville, CA, Sierra Safety, Newcastle, CA, and California Service Tool, Hayward, CA for First Aid and Safety Supplies for Countywide use in the maximum aggregate amount of \$200,000.00 and authorize the Purchasing Manager to sign the resulting blanket purchase orders (BPOs) and transfer funds between the BPOs as needed.

BACKGROUND

County departments require the ability to purchase first aid and safety supplies as needed. Invitation for Bid No. 10131 consisting of 179 most commonly purchased items in ten categories was sent via Procurement's eBid system to 85 potential vendors and was posted on the County's website. Seventeen bids were received. One bid was rejected because it did not contain the required signed bid document.

The bid specified the award would be by all-or-none or category, whichever is in the best interest of the County. Procurement Services Division determined that award-by-category will save nearly \$100,000 representing 49.6 percent of the aggregate contract value in the coming year. Local Vendor Preference and Prompt Pay Discount were considered in the evaluation but did not affect the outcome. A summary of the recommended award is submitted as Exhibit A.

FISCAL IMPACT

Upon your Board's approval, three Countywide BPOs will be issued in the maximum aggregate amount of \$200,000.00 for the period of January 10, 2012 through December 31, 2012 as described below:

Empire Safety	Categories A, C, E, and H	17% of Bid Award	\$34,000.00
Sierra Safety	Categories B, D, G, I, and J	65% of Bid Award	\$130,000.00
California Service Tool	Category F	18% of Bid Award	\$36,000.00
		Total Bid Award	\$200,000.00

Each department is responsible for budgeting properly for its own expenditures from the Countywide BPO.

Attachment:
Exhibit A, Award Summary

Placer County

**Bid No. 10131 County Wide First Aid and Safety Supplies
Bid Summary and Award Recommendation**

Category A - Personal protective clothing

1 Empire Safety & Supply	\$	6,817.85
2 Sierra Safety	\$	8,022.57
3 United Textile Inc	\$	8,433.05
4 Mallory Fire	\$	8,797.65
5 Airgas NCN	\$	8,876.85
6 Empire Safety & Supply	\$	9,871.25
7 WW Grainger	\$	11,831.10
8 CV Industrial Corp.	\$	13,124.95

Category B - Disposable gloves (ambidextrous, non-sterile)

1 Sierra Safety	\$	4,109.85
2 Empire Safety & Supply	\$	4,983.25
3 United Textile Inc	\$	5,870.75
4 Airgas NCN	\$	5,906.75
5 Empire Safety & Supply	\$	5,981.15
6 Mallory Fire	\$	6,151.25
7 Californis Service Tool	\$	6,232.50
8 Bound Tree Medical, LLC	\$	7,487.15
9 WW Grainger	\$	8,900.50
10 CV Industrial Corp.	\$	9,604.35

Category C - Other non-medical gloves and hand protection

1 Empire Safety & Supply	\$	1,331.23
2 CV Industrial Corp.	\$	1,646.50
3 WW Grainger	\$	4,883.10
4 Sierra Safety	\$	11,448.05
5 Californis Service Tool	\$	14,623.50
6 Mallory Fire	\$	14,875.40
7 United Textile Inc	\$	16,274.95

Category D - Head, eye, face, and hearing protection supplies

1 Sierra Safety	\$	4,515.30
2 Empire Safety & Supply	\$	5,049.75
3 WW Grainger	\$	5,319.95
4 Empire Safety & Supply	\$	6,197.40
5 Mallory Fire	\$	6,516.70
6 CV Industrial Corp.	\$	13,056.30

Category E - Respirators and respiratory protection supplies

1 Empire Safety & Supply	\$	3,280.95
2 Californis Service Tool	\$	3,359.10
3 Airgas NCN	\$	3,471.75
4 Mallory Fire	\$	3,551.95
5 Global Protection	\$	3,755.90
6 Sierra Safety	\$	4,098.65
7 CV Industrial Corp.	\$	5,045.55
8 WW Grainger	\$	9,280.80
9 United Textile Inc	\$	18,852.95

Category F - First aid supplies

1 Californis Service Tool	\$	17,726.63
2 Airgas NCN	\$	20,581.68
3 Empire Safety & Supply	\$	28,742.05
4 CV Industrial Corp.	\$	35,164.49

Placer County
Bid No. 10131 County Wide First Aid and Safety Supplies
Bid Summary and Award Recommendation

Attachment A

Category G - Ergonomic supplies

1 Sierra Safety	\$	265.50
2 Empire Safety & Supply	\$	458.40
3 Airgas NCN	\$	593.20
4 Californis Service Tool	\$	652.60
5 Mallory Fire	\$	659.20
6 Empire Safety & Supply	\$	743.50
7 United Textile Inc	\$	958.00
8 CV Industrial Corp.	\$	1,168.40
9 WW Grainger	\$	1,186.90

Category H - Spill control supplies

1 Empire Safety & Supply	\$	5,125.00
2 Sierra Safety	\$	5,507.25
3 United Textile Inc	\$	6,180.00
4 Mallory Fire	\$	7,590.55
5 Airgas NCN	\$	9,263.60
6 CV Industrial Corp.	\$	10,418.50

Category I - Outdoor/construction safety supplies

1 Sierra Safety	\$	18,700.15
2 Empire Safety & Supply	\$	23,543.25
3 CV Industrial Corp.	\$	30,506.25

Category J - High visibility clothing

1 Sierra Safety	\$	36,004.80
2 Californis Service Tool	\$	41,762.65
3 Mallory Fire	\$	46,356.85
4 Capitol Rubber Co.	\$	47,878.00
5 Airgas NCN	\$	56,349.75
6 CV Industrial Corp.	\$	74,480.75

Summary & Award Recommendation

Empire Safety	Categories A, C, E, and H	17% of Bid Award	\$ 34,000.00
Sierra Safety	Categories B, D, G, I, and J	65% of Bid Award	\$ 130,000.00
California Service Tool	Category F	18% of Bid Award	\$ 36,000.00
Total Bid Award			\$ 200,000.00

All or None Award	\$ 194,216.04	
Category Award	\$ 97,877.26	
Savings	\$ 96,338.78	49.60%

