

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

**TO:** Honorable Board of Supervisors  
**FROM:** Brett Wood, Purchasing Manager *BW*  
**DATE:** March 12, 2013  
**SUBJECT:** Award of Competitive Bid No.10232 for Waterborne Traffic Paint

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**ACTION REQUESTED**

1. Approve the award of competitive Bid No.10232 to Ennis Paint, Inc. of Dallas, TX for Waterborne Traffic Paint for a maximum amount of \$160,000, funded by the revenue collected from Highway User Tax Account with no net County cost;
2. Approve the option to renew for two additional one-year terms as long as the renewal amounts do not exceed 10 percent of the recommended contract amount of \$160,000; and
3. Authorize the Purchasing Manager to sign the resulting blanket purchase orders

**BACKGROUND**

The Department of Public Works has a continuing need to purchase traffic paint on an as-needed basis to maintain Placer County's roadways as well as traffic curb and instructional markings for parking lots, road encroachments, and roadway stenciling. The department's current blanket purchase order for these products will expire on March 31, 2013.

Procurement Services developed Invitation for Bids (IFB) No. 10232 for Waterborne Traffic Paint. The IFB was distributed via the County's E-Bid system to fifty-two potential bidders and posted on the County's website. Sixteen firms reviewed the Bid and a total of five bid responses were received. The bids were evaluated on a line item basis and for compliance with the specifications. Ennis Paint is the lowest, responsive bidder. The resulting BPO will be effective for a period beginning April 1, 2013 through March 31, 2013

**FISCAL IMPACT**

Upon your Board's approval, a Blanket Purchase Order will be awarded to Ennis Paint in the maximum aggregate amount of \$160,000. The Department's Fiscal Impact Statement is attached.

**Attachment:** A. IFB 10232 Evaluation Spreadsheet  
B. Department of Public Works Fiscal Impact Statements

**cc:** Cynthia Taylor, Senior Administrative Services Officer

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COUNTY OF PLACER, AUBURN, CA

**BID EVALUATION & AWARD RECOMMENDATION**

**Bid No.** 10232  
**Title:** Traffic Paint  
**Due Date:** 2/11/13

**Buyer Name:** Desiree Belding  
**Phone:** 530-889-4256  
**Estimated Award Date:** 2/16/13

Recommended Bidder = Highlighted in Yellow

Name of Firm City/State			Allstates Coatings Glade Water, TX		American Traffic Fontana, CA		Ennis Paint, Inc Dallas, TX		International Coatings Cerritos, CA		Vista Paint Corp. Fullerton, CA						
Telephone Fax Number			903-845-6436 903-845-5626		909-356-2130 909-356-2135		469-522-5816		562-926-1010 ext 203 562-926-9486		916-230-4716 714-459-4672						
FOB LVP Certified? (1) Invoice Terms (2)			Destination No Net 30		Destination No Net 30		Destination No Net 30		Destination No Net 30		Destination No Net 30						
Item No.	Item Description	Qty	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension					
PACKAGE 1- Waterborne																	
1.1	Yellow 250 Pail	20	2,457.50	49,150.00	2,560.66	51,213.20	2,187.50	43,750.00	2,327.50	46,550.00	2,450.00	49,000.00					
1.2	White 250 Pail	20	2,472.50	49,450.00	2,667.33	53,346.60	2,125.00	42,500.00	2,520.00	50,400.00	2,482.00	49,640.00					
1.3	Black 250 Pail	10	2,262.50	22,625.00	2,295.51	22,955.10	2,062.50	20,625.00	2,195.00	21,950.00	2,155.00	21,550.00					
	Subtotal			121,225.00		127,514.90		106,875.00		118,900.00		120,190.00					
PACKAGE 2- Waterborne																	
1.4	Yellow 5 Gal	64	no Bid		65.23	4,174.72	58.50	3,744.00	74.25	4,752.00	50.70	3,244.80					
1.5	White 5 Gal	32	no Bid		67.04	2,145.28	58.50	1,872.00	78.20	2,502.40	51.70	1,654.40					
1.6	Red 5 Gal	32	no Bid		69.05	2,209.60	75.00	2,400.00	92.80	2,969.60	66.00	2,112.00					
1.7	Subtotal					8,529.60		8,016.00		10,224.00		7,011.20					
1.8																	
1.9				Subtotal	121,225.00		Subtotal	136,044.50		Subtotal	114,891.00		Subtotal	129,124.00		Subtotal	127,201.20
				7.50 % Sales	9,091.88		7.50 % Sales T	10,203.34		7.50 % Sales	8,616.83		7.50 % Sales	9,684.30		7.50 % Sales Ta	9,540.09
				Bid Total	130,316.88		Bid Total	146,247.84		Bid Total	123,507.83		Bid Total	138,808.30		Bid Total	136,741.29
				Ref. Price	\$130,316.88		Ref. Price	\$146,247.84		Ref. Price	\$123,507.83		Ref. Price	\$138,808.30		Ref. Price	\$136,741.29

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Attachment B

## MEMORANDUM

DEPARTMENT OF PUBLIC WORKS  
County of Placer

TO: Honorable Board of Supervisors

FROM: Ken Grehm, Director

DATE: March 12, 2013

SUBJECT: **Fiscal Impact Statement**  
RQ056094 (BPO19672) Ennis Traffic Safety Solutions

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1. Approve RQ056094 to ENNIS TRAFFIC SAFETY SOLUTIONS for Traffic Line Paint in the aggregate amount of \$160,000, funded by revenue collected from Highway User Tax Account with no net county cost, for the period of FY 2012-13 and 2013-14, and authorize the Purchasing Manager to sign the resulting Blanket Purchase Order.

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