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APPROVED
BY THE CITY COUNCIL

AUG 23 1988

OFFICE OF THE
CITY CLERK

DEPARTMENT OF
GENERAL SERVICES

CITY OF SACRAMENTO
CALIFORNIA

5730 - 24TH STREET
BUILDING FOUR
SACRAMENTO, CA
95822-3699

OFFICE OF THE DIRECTOR

August 1, 1988

SS:Admin:FM:SA:DK:BH:bb

916-449-5548

City Council
Sacramento, California

DIVISIONS:

COMMUNICATIONS
FACILITY MANAGEMENT
FLEET MANAGEMENT
PROCUREMENT SERVICES

Honorable Members in Session:

SUBJECT: RECOMMENDATION OF AWARD

SUMMARY

Attached are tabulations of sealed proposals received by the City Clerk for furnishing equipment in accordance with specifications adopted by the City Council.

FINANCIAL DATA

	<u>Available Balance</u>
Bid No. 1235: 101-350-3512-4630	\$ 13,733.00
Bid No. 1250: 101-310-3124-4461	\$ 68,747.29
Bid No. 1244: 420-190-1949-4241	\$186,000.00
Bid No. 1236: 702-500-AA02-4630	\$103,245.00
415-310-3142-4630	\$183,245.00
Bid No. 1237: 702-500-AA02-4630	\$103,245.00
Bid No. 1243: 420-190-1949-4241	\$186,000.00
Bid No. 1245: 420-190-1949-4241	\$186,000.00
Bid No. 1253: 101-900-9200-4400	*

(*A general inventory account whereby items are charged to the using department(s) when the material is disbursed.)

RECOMMENDATION

It is recommended that, in the City's best interest, the City Council accept the lowest responsive and responsible proposal submitted as follows:

<u>Bid No.</u>	<u>Bidder</u>	<u>Items Awarded</u>	<u>Contract Amount</u>
1235 - Telephone Equipment For Various City Departments (Attachment #1)	Capital Telephone 2700 Fruitridge Road Sacramento, CA 95820	All	\$11,000.00
1250 - Various Quantities and Types of Parking Meters (Attachment #2)	P.O.M., Inc. P. O. Box 430 Russellville, AR 72801	All	\$52,198.64
1244 - Fabricate & Install Tailgate Extensions on City Owned Refuse Trucks (Attachment #3)	Heil Equipment Company 1450 N. First Street Dixon, CA 95620	All	\$20,209.92
1236 - Various Quantities and Types of IBM Computer Equipment (Attachment #4)	IBM 520 Capitol Mall Sacramento, CA 95814	All	\$72,313.00
1237 - Computer Equipment For IBM Network (Attachment #5)	Data Systems Sales 1615 Broadway, #210 Oakland, CA 94612	All	\$13,674.00
1243 - Furnish & Install Air Conditioning Units on City Owned Refuse Trucks (Attachment #6)	California Equipment Div. 2345 Evergreen Ave. West Sacramento, CA 95691	All	\$43,043.67
1245 - Furnish & Install Auxillary Axles on City Owned Refuse Trucks (Attachment #7)	F. B. Hart Co. 1441 Richards Blvd. Sacramento, CA 95814	All	\$66,081.00
1253 - Various Types of Janitorial Products (Attachment #8)	Cherrone Chemical Co. 23765 Foley St. Hayward, CA 94545	1-6,9,10,12, 15 and 17	\$16,000.00

1253 - Various
Types of Jani-
torial Products
(Attachment #8)

J. C. Nelson Supply
600 Great Jones
Fairfield, CA 94533

7,8,11,13,
14,16, 18-21

\$20,000.00

Respectfully Submitted,

Monica Hudson

for

Frank Mugartegui
Director of General Services

Recommendation Approved:

Walter J. Slupe

Walter J. Slupe
City Manager
8 Attachments

August 23, 1988
All Districts

ATTACHMENT #1

BID NO. 1235-TELEPHONE EQUIPMENT FOR VARIOUS CITY DEPARTMENTS

<u>Bidder</u>	<u>TOTAL COST</u>
Intralink	\$ 67,334.00*
Digital Communications	\$109,970.00*
Capital Telephone	\$ 39,377.00*
	=====

* Prices represent cost with trade-in if applicable on model system. The model system was used for bid evaluation purposes only.

Total Award of Contract to: Capital Telephone
2700 Fruitridge Road
Sacramento, CA 95820

Total Amount of Contract: \$11,000.00**

** Total amount of contract award is for actual system required by Planning and Development. All bids for the Police Department were rejected because systems specified by vendors were too expensive.

Original Estimated Cost: \$50,000.00

User: Planning and Development

Due Date: June 14, 1988

ATTACHMENT #2

BID NO. 1250 VARIOUS QUANTITIES AND TYPES PARKING METERS

<u>Bidder</u>	<u>Bid Total</u>
POM, Inc.	\$52,198.64*
J.J. MacKay Canada, LTD.	=====
	\$55,095.62
Duncan Industries	\$62,870.72

*Bid total corrected for arithmetic error

Total Award of Contract to: P.O.M., Inc.
P.O. Box 430
Russelville, AR 72801

Total Amount of Contract: \$52,198.64

Original Estimated Cost: \$53,000.00

User: Parking

Due Date: July 26, 1988

ATTACHMENT #3

BID NO. 1244 FABRICATE & INSTALL TAILGATE EXTENSIONS
ON CITY OWNED REFUSE TRUCKS

<u>Bidder</u>	<u>Bid Total</u>	<u>Paint Option</u>	<u>Total Bid Incl. Paint</u>
Mattle's Welding Inc.	\$21,283.44	\$1,547.28	\$22,830.72
Display Concepts, Inc.	\$24,842.16	\$2,772.00	\$27,614.16
Chet Hulsey Certified Welding	\$17,857.80	Lacks capability	Incomplete Bid
Heil Equipment Co.	\$17,629.92	\$2,580.00	\$20,209.92 =====

Total Award of Contract to: Heil Equipment Company
1450 N. First Street
Dixon, CA 95620

Total Amount of Contract: \$20,209.92

Original Estimated Cost: \$15,000.00

User: Fleet Management/Waste Removal

Due Date: July 19, 1988

ATTACHMENT #4

BID NO. 1236 - IBM COMPUTER EQUIPMENT

<u>Bidder</u>	<u>Amount of Bid</u>
Phoenix Leasing	\$40,866.54*
Encore International	\$82,229.50*
Cameo Computer	\$97,096.00
CIS Corp.	\$95,915.16
El Camino Resources	\$87,480.00
Alcatel	\$62,752.00*
IBM	\$72,313.00 =====

*Incomplete Bid

Total Award of Contract To: IBM
520 Capitol Mall
Sacramento, CA 95814

Total Amount of Contract: \$72,313.00

Original Estimated Cost: \$77,000.00

User: Data Management/Solid Waste

Due Date: July 12, 1988

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ATTACHMENT #5

BID NO. 1237 - COMPUTER EQUIPMENT FOR IBM NETWORK

<u>Bidder</u>	<u>Amount of Bid</u>
ESM	\$ 1,449.02*
Fibermux	\$35,070.10
a Datacom Solutions, Inc.	\$18,358.81
Fibronics	\$18,890.90
Manhattan Data Research	\$13,784.30
Jordan Electronics	\$13,308.00*
Data Systems Sales	\$13,674.00

*Partial bid

Total Award of Contract To: Data Systems Sales
1615 Broadway, #210
Oakland, CA 94612

Total Amount of Contract: \$13,674.00

Original Estimated Cost: \$16,000.00

User: Data Management

Due Date: July 12, 1988

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ATTACHMENT #6

BID NO. 1243 - FURNISH & INSTALL AIR CONDITIONING
UNITS ON CITY OWNED REFUSE TRUCKS

<u>Bidder</u>	<u>Item 1</u>	<u>Item 2</u>	<u>Total Bid</u>
California Equipment Div.	\$ 8,631.63	\$34,412.04	\$43,043.67 =====
Polar Bear Truck Air, Inc.	\$ 9,709.00	\$40,230.00	\$52,119.34
Harmon Glass dba American Glass	\$11,585.00	\$44,685.00	\$56,270.00
F. B. Hart Co.	\$11,019.68	\$50,406.84	\$61,426.52
Riverview International Trucks	\$13,300.00	\$57,645.00	\$70,945.00

Total Award of Contract To: California Equipment Division
2345 Evergreen Ave.
West Sacramento, CA 95691

Total Amount of Contract: \$43,043.67

Original Estimated Cost: \$54,700.00

User: Fleet Management/Refuse Collection

Due Date: July 19, 1988

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ATTACHMENT #7

BID NO. 1245 - FURNISH & INSTALL AUXILLARY AXLES
ON CITY OWNED REFUSE TRUCKS

<u>Bidder</u>	<u>Item 1</u>	<u>Item 2</u>	<u>Item 3</u>	<u>Bid Total</u>
F. B. Hart Co.	\$35,751.10	\$ 9,511.40	\$20,818.50	\$66,081.00 =====
Display Concepts, Inc.	\$37,701.44	\$13,831.82	\$26,462.86	\$ 78,462.86
Heil Equipment Co.	\$43,554.00	\$13,022.00	\$21,950.20	\$ 78,526.20
Mobile Hydraulic Equipment, Inc.	\$42,679.00	\$12,194.00	\$30,485.00	\$ 85,358.00
Riverview International Trucks	\$78,030.26	\$11,603.20	\$25,732.60	\$115,366.06

Total Award of Contract To: F. B. Hart Company
1441 Richards Blvd.
Sacramento, CA 95814

Total Amount of Contract: \$66,081.00

Original Estimated Cost: \$90,300.00

User: Fleet Management/Refuse Collection

Due Date: July 19, 1988

ATTACHMENT #8

BID NO. 1253 - VARIOUS TYPES OF JANITORIAL PRODUCTS

Totals For Item Nos.	<u>Bidders</u>				
	<u>WC Chemical Engineering</u>	<u>Easterday Janitorial Supply</u>	<u>Cherrone Chemical Co.</u>	<u>J.C. Nelson Supply Co.</u>	<u>Superior Janitorial Supply</u>
1	\$3,920.00	\$2,772.00	\$ 2,128.00	\$2,394.00	*
2		\$ 405.00	\$ 315.00	\$ 377.00	
3		\$ 735.00	\$ 495.00	\$ 606.25	
4		\$ 819.00	\$ 567.00	\$ 819.00	
5	\$1,149.00	\$ 918.00	\$ 333.00	\$ 555.00	
6	\$2,393.60	\$1,308.80	\$ 1,097.60		
7	\$ 679.00	\$ 504.00	\$ 459.00	\$ 261.80	
8	\$2,397.60	\$2,671.20	\$ 2,743.20	\$ 957.60	
9			\$ 282.50		
10		\$ 545.60	\$ 345.60	\$ 460.00	
11	\$ 638.40	\$ 338.40	\$ 314.40	\$ 231.60	
12		\$5,148.00	\$ 2,860.00	\$4,092.00	
13	\$3,816.00	\$2,556.00	\$ 2,052.00	\$1,944.00	
14			\$ 1,938.00	\$1,748.00	
15		\$2,040.00	\$ 1,080.00	\$1,740.00	
16		\$ 660.80	\$ 436.80	\$ 396.20	
17		\$ 993.60	\$ 947.60	\$ 979.80	
18		\$ 356.93	\$ 273.14	\$ 272.51	
19			\$ 336.32	\$ 322.72	
20		\$9,172.80	\$14,576.40	\$6,732.00	
21		\$2,043.00	\$ 2,130.00	\$1,890.00	

* Bid rejected - not per specifications

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ATTACHMENT #8

Total Award of Contracts To:

Items 1-6, 9, 10, 12, 15 & 17

Cherrone Chemical Company
23765 Foley Street
Hayward, CA 94545

\$10,451.30

(\$16,000.00)

Items 7, 8, 11, 13, 14, 16, 18-21

J. C. Nelson Supply
600 Great Jones
Fairfield, CA 94533

\$14,756.43

(\$20,000.00)

Total Amount of Contracts: \$25,207.73 (\$36,000.00)**

Original Estimated Cost: \$36,000.00

User: Central Stores, General Services Department

Due Date: August 2, 1988

**The bid totals were based on estimated quantities only. The total requested contract amount of \$36,000.00 more closely represents the actual amount to be expended each contract year.

August 26, 1988

Superior Janitorial Supply Co.
10210 Systems Parkway #390
Sacramento CA 95827

Gentlemen:

This is to inform you that you were not the successful bidder for Bid No. 1253 - Various types of janitorial products. The said bid having been awarded by the City Council at the regular meeting of August 23, 1988 to Cherrone Chemical Co and J. C. Nelson Supply.

No bid security was required on the above bid.

Sincerely,

LORRAINE MAGANA, CITY CLERK

Janice Beaman
Acting Assistant City Clerk

LM/mls/66H/I

August 26, 1988

Easterday Supply Co
1015 N. Market Street
Sacramento CA 95834

Gentlemen:

This is to inform you that you were not the successful bidder for Bid No. 1253 - Various types of janitorial products. The said bid having been awarded by the City Council at the regular meeting of August 23, 1988 to Cherrone Chemical Co and J. C. Nelson Supply.

No bid security was required on the above bid.

Sincerely,

LORRAINE MAGANA, CITY CLERK

Janice Beaman
Acting Assistant City Clerk

LM/mls/66H/I

August 26, 1988

W. C. Chemical Engineering
P.O. Box 5155
Modesto CA 95352

Gentlemen:

This is to inform you that you were not the successful bidder for Bid No. 1253 - Various types of janitorial products. The said bid having been awarded by the City Council at the regular meeting of August 23, 1988 to Cherrone Chemical Co and J. C. Nelson Supply.

No bid security was required on the above bid.

Sincerely,

LORRAINE MAGANA, CITY CLERK

Janice Beaman
Acting Assistant City Clerk

LM/mls/66H/I

August 26, 1988

Cherrone Chemical
23765 Foley St
Hayward CA 94545

Dear Gentlemen:

On August 23, 1988, the Sacramento City Council accepted your bid in the amount of \$16,000.00 for Bid No. 1253 - Various types of janitorial products, items 1-6, 9, 10, 12, 15 and 17.

The City Support Services Administrator will contact you concerning the necessary contract.

Sincerely,

LORRAINE MAGANA, CITY CLERK

Janice Beaman
Acting Assistant City Clerk

LM/mls/66H

August 26, 1988

J. C. Nelson Supply
600 Great Jones St
Fairfield CA 94533

Dear Gentlemen:

On August 23, 1988, the Sacramento City Council accepted your bid in the amount of \$20,000.00 for Bid No. 1253 - Various types of janitorial products, items 7, 8, 11, 13, 14, 16, and 18-21.

The City Support Services Administrator will contact you concerning the necessary contract.

Sincerely,

LORRAINE MAGANA, CITY CLERK

Janice Beaman
Acting Assistant City Clerk

LM/mls/661

August 26, 1988

International Business Machines Corporation
520 Capitol Mall
Sacramento CA 95814-4783

Dear Gentlemen:

On August 23, 1988, the Sacramento City Council accepted your bid in the amount of \$72,313.00 for Bid No. 1236 - Various quantities and types of IBM computer equipment.

The City Support Services Administrator will contact you concerning the necessary contract.

Sincerely,

LORRAINE MAGANA, CITY CLERK

Janice Beaman
Acting Assistant City Clerk

LM/mls/66D

August 26, 1988

Alcatel Information Systems
7919 Folsom Blvd Suite 140
Sacramento CA 95826

Gentlemen:

This is to inform you that you were not the successful bidder for Bid No. 1236 - Various quantities and types of IBM Computer Equipment. The said bid having been awarded by the City Council at the regular meeting of August 23, 1988 to I.B.M..

No bid security was required on the above bid.

Sincerely,

LORRAINE MAGANA, CITY CLERK

Janice Beaman
Acting Assistant City Clerk

LM/mls/66D

August 26, 1988

Encore International Inc
21 East Long Lake Ste 110
Bloomfield Hills, MI 48013

Gentlemen:

This is to inform you that you were not the successful bidder for Bid No. 1236 - Various quantities and types of IBM Computer Equipment. The said bid having been awarded by the City Council at the regular meeting of August 23, 1988 to I.B.M..

No bid security was required on the above bid.

Sincerely,

LORRAINE MAGANA, CITY CLERK

Janice Beaman
Acting Assistant City Clerk

LM/mls/66D

August 26, 1988

Cameo Computer Corporation
1914 S. Pacific Coast Hwy Ste 104
Redondo Beach CA 90277

Gentlemen:

This is to inform you that you were not the successful bidder for Bid No. 1236 - Various quantities and types of IBM Computer Equipment. The said bid having been awarded by the City Council at the regular meeting of August 23, 1988 to I.B.M..

No bid security was required on the above bid.

Sincerely,

LORRAINE MAGANA, CITY CLERK

Janice Beaman
Acting Assistant City Clerk

LM/mls/66D

August 26, 1988

CIS Corporation
909 Montgomery Street
San Francisco CA 94133

Gentlemen:

This is to inform you that you were not the successful bidder for Bid No. 1236 - Various quantities and types of IBM Computer Equipment. The said bid having been awarded by the City Council at the regular meeting of August 23, 1988 to I.B.M..

No bid security was required on the above bid.

Sincerely,

LORRAINE MAGANA, CITY CLERK

Janice Beaman
Acting Assistant City Clerk

LM/mls/66D

August 26, 1988

El Camino Resources Ltd.
36 Woodoaks Drive
San Rafael CA 94903

Gentlemen:

This is to inform you that you were not the successful bidder for Bid No. 1236 - Various quantities and types of IBM Computer Equipment. The said bid having been awarded by the City Council at the regular meeting of August 23, 1988 to I.B.M..

No bid security was required on the above bid.

Sincerely,

LORRAINE MAGANA, CITY CLERK

Janice Beaman
Acting Assistant City Clerk

LM/mls/66D

August 26, 1988

Phoenix Leasing
2401 Kerner Blvd
San Rafael CA 94901-5527

Gentlemen:

This is to inform you that you were not the successful bidder for Bid No. 1236 - Various quantities and types of IBM Computer Equipment. The said bid having been awarded by the City Council at the regular meeting of August 23, 1988 to I.B.M..

No bid security was required on the above bid.

Sincerely,

LORRAINE MAGANA, CITY CLERK

Janice Beaman
Acting Assistant City Clerk

LM/mls/66D