

**CITY OF EL PASO - TEXAS**  
**REQUEST FOR COUNCIL ACTION (RCA)**

**DEPARTMENT:** Aviation

**AGENDA DATE:** March 25, 2008

**CONTACT PERSON/PHONE:** Patrick T. Abeln, A.A.E., Director of Aviation - 780-4736

**DISTRICT(S) AFFECTED:** 3 Terrence Freiburg, Purchasing Manager - 541-4313

**SUBJECT:**

Approve the award of Solicitation 2008-109, titled "Paint, Traffic and Airfield Marking, Type II Waterborne" for the Department of Aviation. Recommendation is to award all items to the low bidder, The Sherwin-Williams Company.

**BACKGROUND / DISCUSSION:**

This contract will allow the Department of Aviation to purchase paint as needed for painting of markings on airfield pavement, including taxiways and runways.

The contract term shall be for a period of twenty-four (24) months.

**PRIOR COUNCIL ACTION:**

None

**AMOUNT AND SOURCE OF FUNDING:**

\$200,231.50 (estimated amount)  
62620003-503121-40101 - EPIA Enterprise Funds

**BOARD / COMMISSION ACTION:**

N/A

\*\*\*\*\*REQUIRED AUTHORIZATION\*\*\*\*\*

**LEGAL:** (if required) \_\_\_\_\_ **FINANCE:** (if required) \_\_\_\_\_

**DEPARTMENT HEAD:** Monica Sombana for Patrick T. Abeln  
(Example: if RCA is initiated by Purchasing, client department should sign also)  
*Information copy to appropriate Deputy City Manager*

**APPROVED FOR AGENDA:**

**CITY MANAGER:** \_\_\_\_\_

**DATE:** \_\_\_\_\_

PROJECT FORM

DATE: March 11, 2008

PROJECT: Paint, Traffic and Airfield Marking, Type II Waterborne
SOLICITATION NO: 2008-109 DEPARTMENT: Aviation
BUDGET NO: 62620003-503121-40101
FUNDING SOURCE: EPIA Enterprise Funds
REPRESENTATIVE DISTRICT(S): 3

RECOMMENDATION: Vendor : The Sherwin-Williams Company
Manchester, GA
Item: ALL
Estimated Award: \$200,231.00/year
Contract period: 24 months
Total Award: \$400,462.00

The Aviation and Financial Services Departments recommend award to the lowest responsive, responsible Bidder meeting specifications.

This is a twenty-four (24) month requirements type contract for the purchase of paint for markings on airfield pavement. No prompt payment discount is offered.

The cost under this requirements contract is only an estimated minimum value. The actual cost of this contract may be higher or lower than the total estimated minimum value and will be the sum total at the end of the contract term, so long as increased funds are appropriated in the budget.

BIDS SOLICITED- 10 (0 local)
BIDS RECEIVED- 6
"NO BID" RECEIVED 0

TOTAL RECOMMENDED AWARD: \$400,462.00

COUNCIL APPROVED [ ] REJECTED [ ] MUNICIPAL CLERK \_\_\_\_\_

APPROVED:

COUNCIL MEETING DATE: March 25, 2008

Terrence Freiburg
Purchasing Manager



# EL PASO INTERNATIONAL AIRPORT

TO: Pete Dunavant  
Financial Services Department-Purchasing Division

FROM: *A. S. S. S.*  
Patrick T. Abeln, A.A.E.  
*for* Director of Aviation

DATE: March 6, 2008

**SUBJECT: SOLICITATION 2008-109 – PAINT, TRAFFIC AND AIRFIELD MARKING, TYPE II WATERBORNE**

## **RECOMMENDATION:**

Award Solicitation 2008-109 to The Sherwin-Williams Company.

Six (6) bids were received and evaluated. Recommendation is to award to The Sherwin-Williams Company who submitted the lowest bid.

Amount: \$200,231.50 (Estimated for 24 Months)

Funding is available in 62620003-503121-40101 - EPIA Enterprise Funds

# CITY OF EL PASO BID TABULATION

**BID ITEM: PAINT, TRAFFIC AND AIRFIELD MARKING, TYPE II WATERBORNE**  
**BID DATE: FEBRUARY 13, 2008**

**BID # 2008-109**  
**DEPARTMENT: AVIATION**

			ALLSTATES COATINGS COMPANY GLADEWATER, TX		ENNIS PAINT INC. ENNIS, TX		PATHMARK TRAFFIC PRODUCTS OF TEXAS, INC. SAN MARCOS, TX		SOLAR REFLECTIVE PAINTS & COATINGS KILLEEN, TX	
ITEM	EST. QTY.	DESCRIPTION	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE
1.	200 DRUMS	WHITE RUNWAY PAINT, 55 GALLON DRUM	\$433.95 /PER 55 GALLON DRUM	\$86,790.00	\$372.35 /PER 55 GALLON DRUM	\$74,470.00	\$546.70 /PER 55 GALLON DRUM	\$109,340.00	\$549.95 /PER 55 GALLON DRUM	\$109,990.00 <small>(BIDDER'S TOTAL PRICE: \$109,890.00)</small>
MANUFACTURER			ALLSTATES COATINGS CO.		ENNIS PAINT INC.		AEXCEL		DEL TECHNICAL COATINGS, INC.	
PRODUCT NUMBER			ALT 100 WHITE		985301		72W-A042		F0802 ACRYLIC LATEX BASED TT-P-001952	
2.	500 PAILS	WHITE RUNWAY PAINT, 5 GALLON PAIL	\$41.95 /PER 5 GALLON PAIL	\$20,975.00	\$35.95 /PER 5 GALLON PAIL	\$17,975.00	\$49.70 /PER 5 GALLON PAIL	\$24,850.00	\$52.50 /PER 5 GALLON PAIL	\$26,250.00
MANUFACTURER			ALLSTATES COATINGS CO.		ENNIS PAINT INC.		AEXCEL		DEL TECHNICAL COATINGS, INC.	
PRODUCT NUMBER			ALT 100 WHITE		985301		72W-A042		F0802 ACRYLIC LATEX BASED TT-P-001952	
3.	200 DRUMS	YELLOW RUNWAY PAINT, 55 GALLON DRUM	\$426.25 /PER 55 GALLON DRUM	\$85,250.00	\$369.05 /PER 55 GALLON DRUM	\$73,810.00	\$546.70 /PER 55 GALLON DRUM	\$109,340.00	\$549.45 /PER 55 GALLON DRUM	\$109,890.00
MANUFACTURER			ALLSTATES COATINGS CO.		ENNIS PAINT INC.		AEXCEL		DEL TECHNICAL COATINGS, INC.	
PRODUCT NUMBER			ALT 101 YELLOW		985302		72Y-A056		F0803 ACRYLIC LATEX BASED TT-P-001952	
	500 PAILS	YELLOW RUNWAY PAINT, 5 GALLON PAIL	\$41.40 /PER 5 GALLON PAIL	\$20,700.00	\$35.65 /PER 5 GALLON PAIL	\$17,825.00	\$49.70 /PER 5 GALLON PAIL	\$24,850.00	\$52.50 /PER 5 GALLON PAIL	\$26,250.00
MANUFACTURER			ALLSTATES COATINGS CO.		ENNIS PAINT INC.		AEXCEL		DEL TECHNICAL COATINGS, INC.	
PRODUCT NUMBER			ALT 101 YELLOW		985302		72Y-A056		F0803 ACRYLIC LATEX BASED TT-P-001952	

TRUCKLOAD QUANTITY MUST  
BE ORDERED = 2790 GALLONS  
7 - 10 DAY DELIVERY

SHIPPING NOT INCLUDED. POSSIBLE  
ESCALATION AFTER ONE YEAR.

APPROVED BY:   
 DATE: 2/19/2008

# CITY OF EL PASO BID TABULATION

**BID ITEM: PAINT, TRAFFIC AND AIRFIELD MARKING, TYPE II WATERBORNE**  
**BID DATE: FEBRUARY 13, 2008**

**BID # 2008-109**  
**DEPARTMENT: AVIATION**

			ALLSTATES COATINGS COMPANY GLADEWATER, TX		ENNIS PAINT INC. ENNIS, TX		PATHMARK TRAFFIC PRODUCTS OF TEXAS, INC. SAN MARCOS, TX		SOLAR REFLECTIVE PAINTS & COATINGS KILLEEN, TX	
ITEM	EST. QTY.	DESCRIPTION	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE
5.	60 DRUMS	BLACK RUNWAY PAINT, 55 GALLON DRUM	\$398.75 /PER 55 GALLON DRUM	\$23,925.00	\$382.25 /PER 55 GALLON DRUM	\$22,935.00	\$565.95 /PER 55 GALLON DRUM	\$33,957.00	\$494.45 /PER 55 GALLON DRUM	\$29,667.00
MANUFACTURER			ALLSTATES COATINGS CO.		ENNIS PAINT INC.		AEXCEL		DEL TECHNICAL COATINGS, INC.	
PRODUCT NUMBER			ALT 639 BLACK		985203		72A-A018		F0806 ACRYLIC LATEX BASED TT-P-001952	
6.	200 PAILS	BLACK RUNWAY PAINT 5 GALLON PAIL	\$38.75 /PER 5 GALLON PAIL	\$7,750.00	\$35.75 /PER 5 GALLON PAIL	\$7,150.00	\$51.45 /PER 5 GALLON PAIL	\$10,290.00	\$47.50 /PER 5 GALLON PAIL	\$9,500.00
MANUFACTURER			ALLSTATES COATINGS CO.		ENNIS PAINT INC.		AEXCEL		DEL TECHNICAL COATINGS, INC.	
PRODUCT NUMBER			ALT 639 BLACK		985203		72A-A018		F0806 ACRYLIC LATEX BASED TT-P-001952	
7.	30 PAILS	RED RUNWAY PAINT, 5 GALLON PAIL	\$52.50 /PER 5 PAIL DRUM	\$1,575.00	\$47.40 /PER 5 PAIL DRUM	\$1,422.00	\$55.95 /PER 5 PAIL DRUM	\$1,678.50	\$52.50 /PER 55 GALLON DRUM	\$1,575.00
MANUFACTURER			ALLSTATES COATINGS CO.		ENNIS PAINT INC.		AEXCEL		DEL TECHNICAL COATINGS, INC.	
PRODUCT NUMBER			ALT 638 RED		985204		72R-A002		F0805 ACRYLIC LATEX BASED TT-P-001952	
8.	10 PAILS	BLUE RUNWAY PAINT, 5 GALLON PAIL	\$47.00 /PER 5 GALLON PAIL	\$470.00	\$37.65 /PER 5 GALLON PAIL	\$376.50	\$47.45 /PER 5 GALLON PAIL	\$474.50	\$52.50 /PER 5 GALLON PAIL	\$525.00
MANUFACTURER			ALLSTATES COATINGS CO.		ENNIS PAINT INC.		AEXCEL		DEL TECHNICAL COATINGS, INC.	
PRODUCT NUMBER			ALT 637 BLUE		985205		72L-A002		F08004 ACRYLIC LATEX BASED TT-P-001952	
<b>GRAND TOTAL:</b>			<b>\$247,435.00</b>		<b>\$215,963.50</b>		<b>\$314,780.00</b>		<b>\$313,647.00</b> (BIDDER'S GRAND TOTAL: \$313,547.00) SHIPPING NOT INCLUDED. POSSIBLE ESCALATION AFTER ONE YEAR.	

TRUCKLOAD QUANTITY MUST  
BE ORDERED = 2790 GALLONS  
7 - 10 DAY DELIVERY

APPROVED BY:   
 DATE: 2/19/2008

# CITY OF EL PASO BID TABULATION

**BID ITEM: PAINT, TRAFFIC AND AIRFIELD MARKING, TYPE II WATERBORNE**  
**BID DATE: FEBRUARY 13, 2008**

**BID # 2008-109**  
**DEPARTMENT: AVIATION**

	ALLSTATES COATINGS COMPANY GLADEWATER, TX	ENNIS PAINT INC. ENNIS, TX	PATHMARK TRAFFIC PRODUCTS OF TEXAS, INC. SAN MARCOS, TX	SOLAR REFLECTIVE PAINTS & COATINGS KILLEEN, TX
<p>THE CITY AT ITS SOLE DISCRETION, MAY EXERCISE ANY OPTION TO EXTEND THE TERM OF THE AGREEMENT, BY GIVING THE CONTRACTOR WRITTEN NOTICE WITHIN THE TIME PERIOD NOTED ON THE SELECTED OPTIONS.</p> <p>BIDDER OFFERS THE CITY THE OPTION OF EXTENDING THE TERM OF THE CONTRACT FOR:</p> <p>TWELVE ADDITIONAL MONTHS UTILIZING THE SAME PRICING STRUCTURE, IF THE OPTION IS EXERCISED WITHIN:</p> <p>TWENTY-FOUR MONTHS UTILIZING THE SAME PRICING STRUCTURE, IF THE OPTION IS EXERCISED WITHIN:</p> <p>A. TWO YEARS FROM DATE OF AWARD OF THE CONTRACT.</p> <p>B. NO OPTION OFFERED</p>	<p><input type="checkbox"/></p> <p><input type="checkbox"/></p> <p>YES <input type="checkbox"/> NO <input type="checkbox"/></p> <p><input checked="" type="checkbox"/></p>	<p><input checked="" type="checkbox"/></p> <p><input type="checkbox"/></p> <p>YES <input checked="" type="checkbox"/> NO <input type="checkbox"/></p> <p><input type="checkbox"/></p>	<p><input type="checkbox"/></p> <p><input type="checkbox"/></p> <p>YES <input type="checkbox"/> NO <input type="checkbox"/></p> <p><input checked="" type="checkbox"/></p>	<p><input type="checkbox"/></p> <p><input type="checkbox"/></p> <p>YES <input checked="" type="checkbox"/> NO <input type="checkbox"/> (SEE EXCEPTIONS)</p> <p><input type="checkbox"/></p>
<b>PAYMENT TERMS:</b>	NET - 30 DAYS	NET - 30 DAYS	NET - 30 DAYS	NET - 30 DAYS
<b>BIDDER'S PROMISED DELIVERY:</b>	TEN (10) CONSECUTIVE DAYS	10 CONSECUTIVE DAYS	7-10 CONSECUTIVE DAYS	7-10 CONSECUTIVE DAYS
<p><b>IF BIDDER DOES NOT SPECIFY AN EARLIER DELIVERY, THE CITY'S REQUIRED DELIVERY SHALL PREVAIL.</b>  <b>A DELIVERY DATE LATER THAN THE CITY'S REQUIRED DELIVERY MAY BE CAUSE FOR THE REJECTION OF THE BID.</b></p>				

APPROVED BY:   
 DATE: 2/19/2008

# CITY OF EL PASO BID TABULATION

**BID ITEM: PAINT, TRAFFIC AND AIRFIELD MARKING, TYPE II WATERBORNE**  
**BID DATE: FEBRUARY 13, 2008**

**BID # 2008-109**  
**DEPARTMENT: AVIATION**

			THE SHERWIN-WILLIAMS COMPANY MANCHESTER, GA		TRANTEX TRANSPORTATION PRODUCTS OF TEXAS, INC. HOUSTON, TX			
ITEM	EST. QTY.	DESCRIPTION	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE		
1.	200 DRUMS	WHITE RUNWAY PAINT, 55 GALLON DRUM	\$343.20 /PER 55 GALLON DRUM	\$68,640.00	\$514.25 /PER 55 GALLON DRUM	\$102,850.00		
<b>MANUFACTURER</b>			SHERWIN-WILLIAMS		AEXCEL			
<b>PRODUCT NUMBER</b>			TM2248		72W-A042			
2.	500 PAILS	WHITE RUNWAY PAINT, 5 GALLON PAIL	\$33.20 /PER 5 GALLON PAIL	\$16,600.00	\$47.75 /PER 5 GALLON PAIL	\$23,875.00		
<b>MANUFACTURER</b>			SHERWIN-WILLIAMS		AEXCEL			
<b>PRODUCT NUMBER</b>			TM2248		72W-A042			
3.	200 DRUMS	YELLOW RUNWAY PAINT, 55 GALLON DRUM	\$345.95 /PER 55 GALLON DRUM	\$69,190.00	\$486.75 /PER 55 GALLON DRUM	\$97,350.00		
<b>MANUFACTURER</b>			SHERWIN-WILLIAMS		AEXCEL			
<b>PRODUCT NUMBER</b>			TM2259		72Y-A056			
4.	500 PAILS	YELLOW RUNWAY PAINT, 5 GALLON PAIL	\$33.45 /PER 5 GALLON PAIL	\$16,725.00	\$45.75 /PER 5 GALLON PAIL	\$22,875.00		
<b>MANUFACTURER</b>			SHERWIN-WILLIAMS		AEXCEL			
<b>PRODUCT NUMBER</b>			TM2259		72Y-A056			

APPROVED BY:   
 DATE: 2/19/2008

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**BID ITEM: PAINT, TRAFFIC AND AIRFIELD MARKING, TYPE II WATERBORNE**  
**BID DATE: FEBRUARY 13, 2008**

**BID # 2008-109**  
**DEPARTMENT: AVIATION**

			THE SHERWIN-WILLIAMS COMPANY MANCHESTER, GA		TRANTEX TRANSPORTATION PRODUCTS OF TEXAS, INC. HOUSTON, TX			
ITEM	EST. QTY.	DESCRIPTION	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE		
5.	60 DRUMS	BLACK RUNWAY PAINT, 55 GALLON DRUM	\$345.95 /PER 55 GALLON DRUM	\$20,757.00	\$441.65 /PER 55 GALLON DRUM	\$26,499.00		
<b>MANUFACTURER</b>			SHERWIN-WILLIAMS		AEXCEL			
<b>PRODUCT NUMBER</b>			TM2221		22A-A007			
6.	200 PAILS	BLACK RUNWAY PAINT 5 GALLON PAIL	\$33.45 /PER 5 GALLON PAIL	\$6,690.00	\$41.65 /PER 5 GALLON PAIL	\$8,330.00		
<b>MANUFACTURER</b>			SHERWIN-WILLIAMS		AEXCEL			
<b>PRODUCT NUMBER</b>			TM2221		22A-A007			
7.	30 PAILS	RED RUNWAY PAINT, 5 GALLON PAIL	\$42.25 /PER 5 PAIL DRUM	\$1,267.50 (BIDDER'S TOTAL PRICE: \$12,675.00)	\$52.75 /PER 5 PAIL DRUM	\$1,582.50		
<b>MANUFACTURER</b>			SHERWIN-WILLIAMS		AEXCEL			
<b>PRODUCT NUMBER</b>			TM2222		72R-A002			
8.	10 PAILS	BLUE RUNWAY PAINT, 5 GALLON PAIL	\$36.20 /PER 5 GALLON PAIL	\$362.00	\$50.00 /PER 5 GALLON PAIL	\$500.00		
<b>MANUFACTURER</b>			SHERWIN-WILLIAMS		AEXCEL			
<b>PRODUCT NUMBER</b>			NONE STATED		71L-A002			
<b>GRAND TOTAL:</b>			\$200,231.50 (BIDDER'S GRAND TOTAL: \$211,639.00)		\$283,861.50			

APPROVED BY: 

DATE: 2/19/2008

# CITY OF EL PASO BID TABULATION

<b>BID ITEM: PAINT, TRAFFIC AND AIRFIELD MARKING, TYPE II WATERBORNE</b> <b>BID DATE: FEBRUARY 13, 2008</b>		<b>BID # 2008-109</b> <b>DEPARTMENT: AVIATION</b>		
	<b>THE SHERWIN-WILLIAMS COMPANY</b> <b>MANCHESTER, GA</b>	<b>TRANTEX TRANSPORTATION PRODUCTS OF TEXAS, INC.</b> <b>HOUSTON, TX</b>		
<p>THE CITY AT ITS SOLE DISCRETION, MAY EXERCISE ANY OPTION TO EXTEND THE TERM OF THE AGREEMENT, BY GIVING THE CONTRACTOR WRITTEN NOTICE WITHIN THE TIME PERIOD NOTED ON THE SELECTED OPTIONS.</p> <p>BIDDER OFFERS THE CITY THE OPTION OF EXTENDING THE TERM OF THE CONTRACT FOR:</p> <p>TWELVE ADDITIONAL MONTHS UTILIZING THE SAME PRICING STRUCTURE, IF THE OPTION IS EXERCISED WITHIN:</p> <p>TWENTY-FOUR MONTHS UTILIZING THE SAME PRICING STRUCTURE, IF THE OPTION IS EXERCISED WITHIN:</p> <p>A. TWO YEARS FROM DATE OF AWARD OF THE CONTRACT.</p> <p>B. NO OPTION OFFERED</p>	<input checked="" type="checkbox"/>  <input type="checkbox"/>  YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>  <input type="checkbox"/>	<input type="checkbox"/>  <input type="checkbox"/>  YES <input type="checkbox"/> NO <input type="checkbox"/>  <input checked="" type="checkbox"/>	<input type="checkbox"/>        <input type="checkbox"/>	<input type="checkbox"/>        <input type="checkbox"/>
<b>PAYMENT TERMS:</b>	<b>NET - 30 DAYS</b>	<b>NET - 30 DAYS</b>		
<b>BIDDER'S PROMISED DELIVERY:</b>	<b>10 CONSECUTIVE DAYS</b>	<b>24 CONSECUTIVE DAYS</b>		
<b>IF BIDDER DOES NOT SPECIFY AN EARLIER DELIVERY, THE CITY'S REQUIRED DELIVERY SHALL PREVAIL.</b> <b>A DELIVERY DATE LATER THAN THE CITY'S REQUIRED DELIVERY MAY BE CAUSE FOR THE REJECTION OF THE BID.</b>				
<b>BIDS SOLICITED: 10</b>		<b>BIDS RECEIVED: 6</b>		<b>BIDS LOCAL: 0</b>
				<b>NO BIDS: 0</b>

APPROVED BY:   
 DATE: 2/19/2008

TRAFCO INDUSTRIES (HUB)  
ATTN: LESLEY MATTHEWS  
414 WEST MAIN STREET  
EAGLE LAKE, TX 77434  
PH / F: 979-234-5713 / 979-234-7776  
*Change Address*  
413 W Main Street

TMT PATHWAY  
1675 COMMERCIAL STREET NE  
SALEM OR 97303

STAR STRIPING SERVICE (HUB)  
ATTN: REX NUTT  
1099 ROY ROAD  
KAUFMAN, TX 75142  
PH/ F: 972-962-4168 / 972-962-7117

ENNIS PAINT INC.  
1509 S. KAUFMAN ST.  
ENNIS, TX 75119

SOMAY PRODUCTS, INC.  
4301 N.W. 35TH AVENUE  
MIAMI, FLORIDA 33142-4382, U.S.A.  
(888) 2-4-SOMAY  
FAX: (305) 638-5524  
E-MAIL: PAINT@SOMAY.COM  
HIGHWAY TECHNOLOGIES, INC.  
4310 SOUTH SANTA RITA AVENUE,  
TUCSON, AZ 85714

ENNIS PAINT  
ATTN: ASSISTANT VICE  
PRESIDENT  
PO BOX 404  
ENNIS TX 75120

PATHMARK TRAFFIC PRODUCTS  
PO BOX 1066  
SAN MARCOS TX 78667

CENTERLINE SUPPLY  
ATTN: HEATHER JUAREZ  
CENTERLINE SUPPLY  
530 JESSE STREET  
GRAND PRAIRIE TX 75051-1141

CENTERLINE SUPPLY WEST  
1301 E. HADLEY ST.  
PHOENIX, AZ. 85036