

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

**DEPARTMENT:** STREETS

**AGENDA DATE:** 6/13/06 AME

**CONTACT PERSON/PHONE:** Terrence Freiburg, Deputy Director for Financial Services \_\_\_\_\_

**DISTRICT(S) AFFECTED:** Citywide

**SUBJECT:**

**Bid 2005-225 TRAFFIC PAINT**

**BACKGROUND / DISCUSSION:**

Recommend award to Pervo Paint Company as the best value bid for the City of El Paso. Total of award for Group I and Group II is \$113,790.00 estimated annual amount. Contract term is for a period of 36 months for a total contract award of \$341,370.00. Pathmark Traffic Products was not responsive because they had a stipulation requesting a price change every six months. Ennis Paint Inc. did not want to extend the time period for the department to conduct testing of the paint.

**PRIOR COUNCIL ACTION:**

N/A

**AMOUNT AND SOURCE OF FUNDING:**

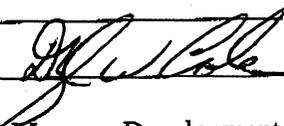
Fund 01101 (General Fund), 32010287 (Signs & Markings), 503122 Maintenance Supplies/Parts

**BOARD / COMMISSION ACTION:**

N/A

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

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

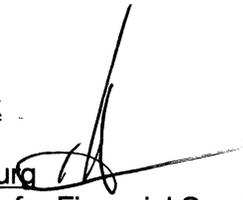
**DEPARTMENT HEAD:** 

Cc: Patricia D. Adauto, Deputy City Manager Development and Infrastructure Services

**APPROVED FOR AGENDA:**

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

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

DATE: June 2, 2006  
TO: Municipal Clerk  
FROM: Terrence Freiburg   
Deputy Director for Financial Services, ext.4308  
THRU: Aurora Wells  
Bid Clerk ext. 4038

Please place the following item on the **CONSENT** agenda for the Council Meeting of **JUNE 13, 2006**.

Item should read as follows:

Solicitation No. 2005-225 Traffic Paint  
Award to: Pervo Paint Company  
Los Angeles, California  
Item(s): Group I – All Items and Group II – All Items  
Amount: \$113,790.00 (estimated annually)

Department: Street  
Funds available: 01101-32000-32010287-503122  
Funding source: General Fund-Maintenance Supplies/Parts  
Total award: \$341,370.00 (estimated)  
District (s): All

The Street Department and Financial Services Department recommends award as indicated to the best value offeror meeting specifications.

This is a thirty-six (36) month requirements type contract for the purchase of Traffic Paint. The vendor does not offer a prompt payment discount.

Contact person: Paul M. Carson, Purchasing Agent at 541-4234.

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AGENDA FOR: **JUNE 13, 2006**  
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PROJECT FORM

DATE: May 30, 2006

PROJECT: Traffic Paint
SOLICITATION NO: 2005-225 DEPARTMENT: Street
BUDGET NO: 01101 32000 32010287 503122
FUNDING SOURCE: General Fund-Maintenance Supplies/Parts
REPRESENTATIVE DISTRICT(S): All

RECOMMENDATION: Vendor: Pervo Paint Company
Los Angeles, California
Items: Group I - All Items and Group II - All Items
Amount: \$113,790.00 Estimated Annually

The Street Department and Financial Services Department recommends award as indicated to the best value offeror meeting specifications.

This is a thirty-six (36) month requirements type contract for the purchase of Traffic Paint. The vendor does not offer a prompt payment discount.

BIDS SOLICITED 26 (1 local)
BIDS RECEIVED 06
'NO BID' RECEIVED 00

CURRENT TAXES PAID
OUT-OF-TOWN-

TOTAL ESTIMATED RECOMMENDED AWARD: \$341,370.00

COUNCIL APPROVED [checked] REJECTED [ ] MUNICIPAL CLERK

APPROVED:

COUNCIL MEETING DATE: June 13, 2006

Signature of Terrence Freiburg
Terrence Freiburg
Deputy Director for Financial Services

Handwritten initials 'TFC'

JOHN COOK  
MAYOR

JOYCE WILSON  
CITY MANAGER

DARYL W. COLE  
STREETS DIRECTOR



CITY COUNCIL

ANN MORGAN LILLY, DISTRICT 1  
SUSANNAH M. BYRD, DISTRICT 2  
J. ALEXANDRO LOZANO, DISTRICT 3  
MELINA CASTRO, DISTRICT 4  
PRESI ORTEGA, JR., DISTRICT 5  
EDDIE HOLGUIN, JR., DISTRICT 6  
STEVE ORTEGA, DISTRICT 7  
BETO O'ROURKE, DISTRICT 8

STREET DEPARTMENT

June 1, 2006

TO: Terrence Freiburg, Deputy Director for Financial Services  
ATTN: Paul M. Carson, Purchasing Agent  
FROM: Daryl W. Cole, Streets Director  
SUBJECT: **Bid No. 2005-225 TRAFFIC PAINT**

Attached is a matrix with the criteria used to evaluate the bid for the Traffic Paint.

The first evaluating criteria used were prices with a maximum award of 60 points.

The second evaluating criteria used were applications with a maximum award of 20 points.

The third evaluating criteria used were durability and appearance with a maximum award of 20 points.

We are recommending award of bid 2005-225 Traffic Paint to **Pervo Paint Company** as the best value bid for the City of El Paso. Total of award for Group I and Group II is \$113,790.00 estimated annual amount. Contract term is for 36 months period for a total contract award of \$341,370.00. Funding is general fund, 01101, 32000, 32010287, 503122.

Pathmark Traffic Products was not responsive because they had a stipulation requesting a price change every six months.

Ennis Paint Inc. did not want to extend the time period for the department to conduct testing of the paint.

If you have any questions please call me at 621-6750.

DWC/en

BEST VALUE PROCUREMENT EVALUATION  
 TRAFFIC PAINT  
 SOLICITATION NO. 2005-225

As of 5/30/2006

\*All cost analysis includes prompt payment discounts, where applicable

	Allstates Coating Co.	Centerline Supply	Pervo Paint Co.	Sherwin-Williams Co.
<b>Group 1 - Longitudinal Lines</b>				
<b>Yellow Paint</b>	\$ 66,156.75	\$ 73,425.00	\$ 52,386.00	\$ 59,298.53
Evaluating Factor 60 Points Cost Price	47.51	42.81	60.00	53.01
Evaluating Factor 20 Points Application	20.00	20.00	20.00	20.00
Track Free Time Ease of Application Adhesion to Substrate				
Evaluating Factor 20 Points Durability and Appearance	17.40	15.00	18.50	17.40
Glass Bead Retention Discoloration - (Fading) Overall Durability Reflectivity General Appearance				
<b>Total Points</b>	<b>84.91</b>	<b>77.81</b>	<b>98.50</b>	<b>90.41</b>

BEST VALUE PROCUREMENT EVALUATION  
 TRAFFIC PAINT  
 SOLICITATION NO. 2005-225

	<b>Allstates Coating Co.</b>	<b>Centerline Supply</b>	<b>Pervo Paint Co.</b>	<b>Sherwin-Williams Co.</b>
<b>White Paint</b>	\$ 44,104.50	\$ 48,675.00	\$ 34,660.00	\$ 38,998.85
Evaluating Factor 60 Points Cost Price	47.15	42.72	60.00	53.32
Evaluating Factor 20 Points Application  Track Free Time Ease of Application Adhesion to Substrate	20.00	20.00	20.00	20.00
Evaluating Factor 20 Points Durability and Appearance  Glass Bead Retention (1) Discoloration (Fading) Overall Durability (2) Reflectivity (1) General Appearance (2)	16.90	16.90	20.00	13.80
<b>Total Points</b>	<b>84.05</b>	<b>79.62</b>	<b>100.00</b>	<b>87.12</b>

BEST VALUE PROCUREMENT EVALUATION  
 TRAFFIC PAINT  
 SOLICITATION NO. 2005-225

	Allstates Coating Co.	Centerline Supply	Pervo Paint Co.	Sherwin-Williams Co.
<b>Group II - Crosswalks and Other Pavements</b>				
<b>Yellow Paint</b>	\$4,153.05	\$5,125.00	\$3,364.00	\$3,938.20
Evaluating Factor 60 Points Cost Price	48.60	39.38	60.00	51.25
Evaluating Factor 20 Points Application  Track Free Time Ease of Application Adhesion to Substrate	20.00	20.00	20.00	20.00
Evaluating Factor 20 Points Durability and Appearance  Glass Bead Retention (1) Discoloration (Fading) Overall Durability (2) Reflectivity (1) General Appearance (2)	14.30	19.60	13.50	17.80
<b>Total Points</b>	<b>82.90</b>	<b>78.98</b>	<b>93.50</b>	<b>89.05</b>

BEST VALUE PROCUREMENT EVALUATION  
 TRAFFIC PAINT  
 SOLICITATION NO. 2005-225

	<b>Allstates Coating Co.</b>	<b>Centerline Supply</b>	<b>Pervo Paint Co.</b>	<b>Sherwin-Williams Co.</b>
<b>White Paint</b>	\$29,071.35	\$35,000.00	\$23,380.00	\$27,227.90
Evaluating Factor 60 Points Cost Price	48.25	40.08	60.00	51.52
Evaluating Factor 20 Points Application  Track Free Time Ease of Application Adhesion to Substrate	20.00	20.00	20.00	20.00
Evaluating Factor 20 Points Durability and Appearance  Glass Bead Retention (1) Discoloration (Fading) Overall Durability (2) Reflectivity (1) General Appearance (2)	20.00	18.00	19.70	18.30
<b>Total Points</b>	<b>88.25</b>	<b>78.08</b>	<b>99.70</b>	<b>89.82</b>

## CITY OF EL PASO BID TABULATION

<b>BID ITEM: TRAFFIC PAINT</b>				<b>BID # 2005-225</b>							
<b>BID DATE: JULY 13, 2005</b>				<b>DEPARTMENT: STREET</b>							
			<b>ALLSTATES COATING CO. GLADEWATER, TX</b>		<b>CENTERLINE SUPPLY, LTD GRAND PRAIRIE, TX</b>		<b>ENNIS PAINT INC. ENNIS, TX</b>		<b>PATHMARK TRAFFIC PRODUCTS SAN MARCOS, TX</b>		
<b>GROUP I - PAINT FOR LONGITUDINAL LINES</b>											
ITEM	EST. QTY.	DESCRIPTION	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	
1.	150 DRUMS <small>(55 GALLON)</small>	YELLOW PAINT	\$445.50 /DRUM	\$66,825.00	\$489.50 /DRUM	\$73,425.00	\$425.81 \$343.31* /DRUM	\$63,871.50 \$51,496.50*	\$657.25 /DRUM	\$98,587.50	
<b>MANUFACTURER</b>			ALT		AEXCEL CORP		ENNIS PAINT		AEXCEL		
<b>PRODUCT NUMBER</b>			101		#72Y-A056		#985202		72YA077		
2.	100 DRUMS <small>(55 GALLON)</small>	WHITE PAINT	\$445.50 /DRUM	\$44,550.00	\$486.75 /DRUM	\$48,675.00	\$433.51 \$351.00* /DRUM	\$43,351.00 \$35,100.00*	\$657.25 /DRUM	\$65,725.00	
<b>MANUFACTURER</b>			ALT		AEXCEL CORP		ENNIS PAINT		AEXCEL		
<b>PRODUCT NUMBER</b>			100		#72W-A042		#985201		72W-A079		
<b>TOTAL GROUP I:</b>			\$111,375.00		\$122,100.00		\$107,222.50 \$86,597.50*		\$164,312.50		
							* BIDDING ALTERNATE PRICE FOR 1 YEAR CONTRACT PERIOD.		* FOB EL PASO, TX W/TRUCKLOAD QUANTITIES (APPROX. 3180 GALS.)		

**NOTE: THIS IS A BEST VALUE PROCUREMENT. OTHER FACTORS BESIDES PRICE WILL BE CONSIDERED.**

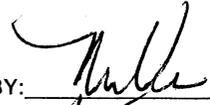
APPROVED BY: \_\_\_\_\_

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

## CITY OF EL PASO BID TABULATION

BID ITEM: TRAFFIC PAINT				BID # 2005-225						
BID DATE: JULY 13, 2005				DEPARTMENT: STREET						
			ALLSTATES COATING CO. GLADEWATER, TX		CENTERLINE SUPPLY, LTD GRAND PRAIRIE, TX		ENNIS PAINT INC. ENNIS, TX		PATHMARK TRAFFIC PRODUCTS SAN MARCOS, TX	
GROUP II - PAINT FOR CROSSWALKS AND OTHER PAVEMENT										
ITEM	EST. QTY.	DESCRIPTION	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE
1.	100 BUCKETS (5 GALLON)	YELLOW PAINT	\$41.95 /BUCKET	\$4,195.00	\$51.25 /BUCKET	\$5,125.00	\$41.61 \$34.11* /BUCKET	\$4,161.00 \$3,411.00	\$64.20 /BUCKET	\$6,420.00
MANUFACTURER			ALLSTATES COATINGS ALT		AEXCEL CORP		ENNIS PAINT INC.		AEXCEL	
PRODUCT NUMBER			101		#72Y-A077		#985202		72Y-A077	
2.	700 BUCKETS (5 GALLON)	WHITE PAINT	\$41.95 /BUCKET	\$29,365.00	\$50.00 /BUCKET	\$35,000.00	\$42.31 \$34.81* /BUCKET	\$29,617.00 \$24,367.00*	\$64.20 /BUCKET	\$44,940.00
MANUFACTURER			ALLSTATES COATINGS ALT		AEXCEL CORP		ENNIS PAINT		AEXCEL	
PRODUCT NUMBER			100		#72W-A079		#985201		72W-A079	
TOTAL GROUP II:			\$33,560.00		\$40,125.00		\$33,778.00 \$27,778.00*		\$51,360.00	
GRAND TOTAL (GROUPS I & II):			\$144,935.00		\$162,225.00		* BIDDING ALTERNATE PRICE FOR 1 YEAR CONTRACT PERIOD.		\$215,672.50	
							\$141,000.50 \$114,375.50*		* FOB EL PASO, TX W/TRUCKLOAD QUANTITIES (APPROX. 3180 GALS.)	
							* ALTERNATE PRICE FOR 1 YEAR CONTRACT PERIOD.		* PRICES FIRM TO 12/30/05 AND WILL BE SUBJECT TO ADJUSTMENTS EVERY 6 MONTHS BASED ON PRODUCER PRICE INDEX USING JULY 2005 NUMBER AS THE BASE.	

**NOTE: THIS IS A BEST VALUE PROCUREMENT.  
OTHER FACTORS BESIDES PRICE WILL BE CONSIDERED.**

APPROVED BY:   
DATE: 7/15/05

## CITY OF EL PASO BID TABULATION

<b>BID ITEM: TRAFFIC PAINT</b> <b>BID DATE: JULY 13, 2005</b>			<b>BID # 2005-225</b> <b>DEPARTMENT: STREET</b>	
	<b>ALLSTATES COATING CO.</b> <b>GLADEWATER, TX</b>	<b>CENTERLINE</b> <b>SUPPLY, LTD</b> <b>GRAND PRAIRIE, TX</b>	<b>ENNIS PAINT INC.</b> <b>ENNIS, TX</b>	<b>PATHMARK TRAFFIC</b> <b>PRODUCTS</b> <b>SAN MARCOS, TX</b>
<b>PAYMENT TERMS:</b>	<sup>10 BC</sup> 1% - <del>1</del> - DAYS <b>NET - 30 DAYS</b>	<b>NET - 30 DAYS</b>	<b>NET - 30 DAYS</b>	<b>NET - 30 DAYS</b>
<b>BIDDER'S PROMISED DELIVERY:</b>	<b>30 CALENDAR DAYS</b>	<b>14-20 CALENDAR DAYS</b>	<b>30 CALENDAR DAYS</b>	<b>30 CALENDAR 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>				

**NOTE: THIS IS A BEST VALUE PROCUREMENT. OTHER FACTORS BESIDES PRICE WILL BE CONSIDERED.**

APPROVED BY:   
 DATE: 7/15/05

## CITY OF EL PASO BID TABULATION

<b>BID ITEM: TRAFFIC PAINT</b>							<b>BID # 2005-225</b>				
<b>BID DATE: JULY 13, 2005</b>							<b>DEPARTMENT: STREET</b>				
			<b>PERVO PAINT COMPANY LOS ANGELES, CA</b>		<b>SHERWIN-WILLIAMS CO. EL PASO, TX</b>						
<b>GROUP I - PAINT FOR LONGITUDINAL LINES</b>											
ITEM	EST. QTY.	DESCRIPTION	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	
1.	150 DRUMS (55 GALLON)	YELLOW PAINT	\$349.24 /DRUM	\$52,386.00	\$407.55 /DRUM	\$61,132.50	\$0.00 /DRUM	\$0.00	\$0.00 /DRUM	\$0.00	
<b>MANUFACTURER</b>			PERVO		SHERWIN-WILLIAMS						
<b>PRODUCT NUMBER</b>			#6003		TM2259						
2.	100 DRUMS (55 GALLON)	WHITE PAINT	\$346.60 /DRUM	\$34,660.00	\$402.05 /DRUM	\$40,205.00	\$0.00 /DRUM	\$0.00	\$0.00 /DRUM	\$0.00	
<b>MANUFACTURER</b>			PERVO		SHERWIN-WILLIAMS						
<b>PRODUCT NUMBER</b>			#6000		TM2248						
<b>TOTAL GROUP I:</b>			\$87,046.00		\$101,337.50		\$0.00		\$0.00		

**NOTE: THIS IS A BEST VALUE PROCUREMENT. OTHER FACTORS BESIDES PRICE WILL BE CONSIDERED.**

APPROVED BY: \_\_\_\_\_

DATE: 7/15/05

## CITY OF EL PASO BID TABULATION

BID ITEM: TRAFFIC PAINT				BID # 2005-225							
BID DATE: JULY 13, 2005				DEPARTMENT: STREET							
GROUP II - PAINT FOR CROSSWALKS AND OTHER PAVEMENT				PERVO PAINT COMPANY LOS ANGELES, CA		SHERWIN-WILLIAMS CO. EL PASO, TX					
ITEM	EST. QTY.	DESCRIPTION	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	
1.	100 BUCKETS (5 GALLON)	YELLOW PAINT	\$33.64 /BUCKET	\$3,364.00	\$40.60 /BUCKET	\$4,060.00	\$0.00 /BUCKET	\$0.00	\$0.00 /BUCKET	\$0.00	
MANUFACTURER			PERVO		SHERWIN-WILLIAMS						
PRODUCT NUMBER			#6003		TM2259						
2.	700 BUCKETS (5 GALLON)	WHITE PAINT	\$33.40 /BUCKET	\$23,380.00	\$40.10 /BUCKET	\$28,070.00	\$0.00 /BUCKET	\$0.00	\$0.00 /BUCKET	\$0.00	
MANUFACTURER			PERVO		SHERWIN-WILLIAMS						
PRODUCT NUMBER			#6000		TM2248						
TOTAL GROUP II:			\$26,744.00		\$32,130.00		\$0.00		\$0.00		
GRAND TOTAL (GROUPS I & II):			\$113,790.00		\$133,467.50		\$0.00		\$0.00		

NOTE: THIS IS A BEST VALUE PROCUREMENT. OTHER FACTORS BESIDES PRICE WILL BE CONSIDERED.

APPROVED BY: \_\_\_\_\_

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

[Signature]

7/15/05

## CITY OF EL PASO BID TABULATION

<b>BID ITEM: TRAFFIC PAINT</b>			<b>BID # 2005-225</b>	
<b>BID DATE: JULY 13, 2005</b>			<b>DEPARTMENT: STREET</b>	
	<b>PERVO PAINT COMPANY LOS ANGELES, CA</b>	<b>SHERWIN-WILLIAMS CO. EL PASO, TX</b>		
<b>PAYMENT TERMS:</b>	<b>NET - 30 DAYS</b>	<b>3% - 10 DAYS</b>		
<b>BIDDER'S PROMISED DELIVERY:</b>	<b>30 CALENDAR DAYS</b>	<b>30 CALENDAR DAYS</b>		
<b>BIDDER DOES NOT SPECIFY AN EARLIER DELIVERY, THE CITY'S REQUIRED DELIVERY SHALL PREVAIL. A DELIVERY DATE LATER THAN THE CITY'S REQUIRED DELIVERY MAY BE CAUSE FOR THE REJECTION OF THE BID.</b>				
<b>BIDS SOLICITED: 20</b>	<b>BIDS RECEIVED: 6</b>	<b>BIDS LOCAL: 7</b>	<b>NO BID: 0</b>	

**NOTE: THIS IS A BEST VALUE PROCUREMENT. OTHER FACTORS BESIDES PRICE WILL BE CONSIDERED.**

APPROVED BY: \_\_\_\_\_

DATE: 7/15/05

Safety Coating Inc.  
20180 Safety Lane  
Foley, AL 36536

Ennis Paint Inc.  
1505 North Kaufman Street  
Ennis, TX 75120

Pervo Paint Company  
6624 Stanford Ave.  
Los Angeles, CA 90001

Seal Master Pavement Products &  
Equipment  
9401 Carnegie #2H  
El Paso, TX 79925

Trantex Transportation Products of Texas  
3310-D Frick Rd  
Houston TX 77086

Swifco Southwestern Industrial  
Fasteners  
924 Tony Lama  
El Paso, TX 79925

Dunn – Edwards Corp  
1821 N. Zaragoza STE 201-203  
El Paso, TX 79936

El Paso Paint Service Center Inc.  
1819 Montana St  
El Paso, TX 79902

Aexcel Corporation  
7373 Production Dr  
Mentor, OH 44060

Vogel Traffic Services  
PO Box 140  
Orange City, IA 51041

Pathmark Traffic Products of Texas, Inc.  
PO Box 1066  
San Marcos, TX 78667

Franklin Paint Company, Inc.  
259 Cottage Street  
Franklin, MA. 02038

TAPCO  
800 Wall Street  
Elm Grove, WI 53122

Sherwin-Williams Company  
2325 Hollins Ferry Road  
Baltimore, MD 2130

Grainger  
1400 Lomaland Dr.  
El Paso, TX 79935-4701

Wellborn Paint  
7930 North Mesa  
Suite A-5  
El Paso, TX 79912

TMT Pathway  
1675 Comercial St. NE  
Salem, OR 97303

Rexcel Coatings  
PO Box 12310  
El Paso, TX 79922

Centerline Supply  
530 Jesse Street  
Grand Prairie, TX 75051-1141

**ALLSTATES COATING CO.**  
**100 LEE STREET**  
**GLADEWATER, TX 75647**