

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

**DEPARTMENT:** Department of Aviation

**AGENDA DATE:** July 28, 2009

**CONTACT PERSON/PHONE:**  
**Terry Freiburg, Purchasing Manager - 541-4308;**  
**Monica Lombraña, Director of Aviation - 780-4793**

**DISTRICT(S) AFFECTED:** ALL

**SUBJECT:**  
Award Low Bid Procurement for Solicitation 2009-239 "Solar Parking Light System" for the Department of Aviation to SOL, Inc. of Palm City, FL. SOL, Inc has met all aspects of the bid specifications. This is fixed price contract for 100 systems with an option to purchase an additional 100 systems at the same price if ordered within 180 days of award of contract. This is a materials only contract - installation will be provided by airport staff.

**BACKGROUND / DISCUSSION:**  
The Department of Aviation provides automobile parking to the public in a lot formerly referred to as "Overflow Parking" that has traditionally been used during holiday periods only. It has been lighted on those occasions with portable diesel-powered lighting units. In the last two years parking demands have increased such that the parking lot is used three days out of every week. With the closing of a portion of Convair Rd. east of the terminal building, the lot is now an extension of the "Long Term Parking Lot" and is now known as "Long Term North." The area consists of 26 acres and provides an additional 2,600 parking spaces.

**PRIOR COUNCIL ACTION:**  
N/A

**AMOUNT AND SOURCE OF FUNDING:**  
Airport Enterprise Fund - \$330,700.00. Funding is available in account 62620027 - 508027 - 41080.

**BOARD / COMMISSION ACTION:**  
N/A

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

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

**DEPARTMENT HEAD:** Monica Lombraña  
Information copy to appropriate Deputy City Manager

**APPROVED FOR AGENDA:**  
**CITY MANAGER:** \_\_\_\_\_

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

PROJECT FORM

DATE: July 13, 2009

PROJECT: Solar Parking Lot Light System
SOLICITATION NO: 2009-239
BUDGET NO: 62620027-508027-41080-PAP0040
FUNDING SOURCE: Airport Enterprise Fund
REPRESENTATIVE DISTRICT(S): All

DEPARTMENT: Aviation

\*\*\*\*\*

RECOMMENDATION: Vendor: Sol, Inc.
Palm City, FL
Item(s): No. 1, Compact Fluorescent Lamp, Solar Parking Lot Light System
Total Award: \$330,700.00

The award of Solicitation No. 2009-239, Solar Parking Lot Light System, to Sol, Inc. for a total amount of \$330,700.

This is a fixed-price, single (one-time) purchase. Vendor offers an option to purchase up to one hundred percent (100%) of the original contract quantities, at the same unit price, if the option is exercised within one-hundred, eighty (180) days from the date of award of the contract. A prompt payment discount of 2%-10 Days was offered.

The Department of Aviation and Financial Services Departments recommend award as indicated to the lowest responsive, responsible Bidder.

BIDS SOLICITED 11 (02 local)
BIDS RECEIVED 13
"NO BID" RECEIVED 00

TOTAL RECOMMENDED AWARD: \$330,700.00

\*\*\*\*\*

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

\*\*\*\*\*

APPROVED:

COUNCIL MEETING DATE: July 28, 2009

Terrence Freiburg
Purchasing Manager

Handwritten signature of Terrence Freiburg

*Dedicated to Outstanding Customer Service for a Better Community*

**SERVICE SOLUTIONS SUCCESS**



DATE: JULY 23, 2009  
TO: Terry Freiburg, Purchasing Manager  
FROM: Jerry Bettendorf, Deputy Director of Aviation, Operations & Security  
SUBJECT: Solar Parking Lot Lights

The Department of Aviation provides automobile parking to the public in a lot formally known as "Overflow Parking" that has traditionally only been used during holidays and therefore lighted on those occasions with portable diesel powered lighting units. In the last 2 years parking has increased to where the parking lot is used three days out of every week. With the closing of a portion of Convair Rd. east of the terminal building the lot is now an extension of the "Long Term Parking Lot" and is now know as "Long Term North" The area consist of 26 acres and provides an additional 2600 spaces. The engineers estimate to light the parking lot with traditional electric lighting was \$710,980.83. The cost of the solar lights is \$330,700.00. We currently have three of these lights at the airport that we have been testing for approximately three years. The only failure has been one bulb at a cost of approximately \$15.00. The lights will be installed by airport personnel as were the three test lights.

Mayor  
John F. Cook

**City Council**

*District 1*  
Ann Morgan Lilly

*District 2*  
Susannah M. By

*District 3*  
Emma Acosta

*District 4*  
Melina Castro

*District 5*  
Rachel Quintana

*District 6*  
Eddie Holguin Jr.

*District 7*  
Steve Ortega

*District 8*  
Beto O'Rourke

City Manager  
Joyce A. Wilson



**EL PASO INTERNATIONAL AIRPORT**

6701 Convair Rd. • El Paso, Texas 79925-1091 • Ph. 915-780-4700 • Fax 915- 779-5452

# CITY OF EL PASO BID TABULATION

BID ITEM: SOLAR PARKING LOT LIGHT SYSTEM										BID # 2009-239	
BID DATE: JUNE 24, 2009										DEPARTMENT: AVIATION	
			APFELBAUM INDUSTRIAL, INC. EL PASO, TX		CONSOLIDATED ELECTRICAL DISTRIBUTORS, INC. (CED) EL PASO, TX		EAST TEXAS GEOTECH, INC. CLARKSVILLE, TX		GREEN ENERGY CONCEPTS, INC. HARRIMAN, NY		
ITEM NO.	QTY.	DESCRIPTION	UNIT PRICE	EXTENDED PRICE	UNIT PRICE	EXTENDED PRICE	UNIT PRICE	EXTENDED PRICE	UNIT PRICE	EXTENDED PRICE	
1.	100 EA.	COMPACT FLUORESCENT LAMP, SOLAR PARKING LOT LIGHT SYSTEM, AS SPECIFIED  MANUFACTURER:  MODEL NUMBER:	<u>\$4,675.00</u>	<u>\$467,500.00</u>	<u>\$7,470.00</u>	<u>\$747,000.00</u>	<u>\$3,425.00</u>	<u>\$342,500.00</u>	NO BID		
			EVERGREN & UNION METAL		VISIONAIRE		EAST TEXAS, GEOTECH, INC.				
			205 & UM80API		ELE-1-T5-50L-65KL-UNV-MAF		AL-101				
ITEM NO.	QTY.	DESCRIPTION	UNIT PRICE	EXTENDED PRICE	UNIT PRICE	EXTENDED PRICE	UNIT PRICE	EXTENDED PRICE	UNIT PRICE	EXTENDED PRICE	
2.	100 EA.	LED LAMP, SOLAR PARKING LOT LIGHT SYSTEM, AS SPECIFIED  MANUFACTURER:  MODEL NUMBER:	<u>\$0.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>\$3,825.00</u>	<u>\$382,500.00</u>	<u>\$4,940.00</u>	<u>\$494,000.00</u>	
			NO BID		NO BID		EAST TEXAS, GEOTECH, INC.		REAL TIME TECH		
							XL-101		RW-730		

APPROVED BY: /S/

DATE: 06/29/2009



# CITY OF EL PASO BID TABULATION

BID ITEM: SOLAR PARKING LOT LIGHT SYSTEM										BID # 2009-239		
BID DATE: JUNE 24, 2009										DEPARTMENT: AVIATION		
			GREEN FLASH ENERGY, INC. SANTA TERESA, NM		NILAND COMPANY EL PASO, TX		SACRED POWER CORPORATION ALBUQUERQUE, NM		SOL, INC. PALM CITY, FL			
ITEM NO.	QTY.	DESCRIPTION	UNIT PRICE	EXTENDED PRICE	UNIT PRICE	EXTENDED PRICE	UNIT PRICE	EXTENDED PRICE	UNIT PRICE	EXTENDED PRICE		
1.	100 EA.	COMPACT FLUORESCENT LAMP, SOLAR PARKING LOT LIGHT SYSTEM, AS SPECIFIED  MANUFACTURER:  MODEL NUMBER:	NO BID		<u>\$4,200.00</u>	<u>\$420,000.00</u>			NO BID	<u>\$3,307.00</u>	<u>\$330,700.00</u>	
					NILAND CO.			NO BID	SOL, INC.			
					GM1-24-TSS-20-MS-1-MON-LED-SOLAR					TPM 165		
ITEM NO.	QTY.	DESCRIPTION	UNIT PRICE	EXTENDED PRICE	UNIT PRICE	EXTENDED PRICE	UNIT PRICE	EXTENDED PRICE	UNIT PRICE	EXTENDED PRICE		
2. <small>(ALT. BID ITEM)</small>	100 EA.	LED LAMP, SOLAR PARKING LOT LIGHT SYSTEM, AS SPECIFIED  MANUFACTURER:  MODEL NUMBER:	<u>\$11,500.00</u>	<u>\$1,150,000.00</u>	<u>\$0.00</u>	<u>\$0.00</u>			<u>\$5,312.16</u>	<u>\$531,216.00</u>	<u>\$0.00</u>	<u>\$0.00</u>
			CARMANAH SOALR		NO BID				SACRED POWER CORP.		NO BID	
			EVERGEN 1530						SP CYBERPOLE			

APPROVED BY: JSI

DATE: 06/29/2009

# CITY OF EL PASO BID TABULATION

BID ITEM: SOLAR PARKING LOT LIGHT SYSTEM BID DATE: JUNE 24, 2009		BID # 2009-239 DEPARTMENT: AVIATION		
	GREEN FLASH ENERGY, INC. SANTA TERESA, NM	NILAND COMPANY EL PASO, TX	SACRED POWER CORPORATION ALBUQUERQUE, NM	SOL, INC. PALM CITY, FL
THE CITY AT ITS SOLE DISCRETION MAY EXERCISE ANY OPTION TO PURCHASE AN ADDITIONAL QUANTITY OF ITEMS BY GIVING THE CONTRACTOR WRITTEN NOTICE WITHIN THE TIME PERIOD NOTED ON THE SELECTED OPTIONS.  BIDDER OFFERS THE CITY THE OPTION OF PURCHASING ONE HUNDRED PERCENT (100%) OF THE ORIGINAL CONTRACT QUANTITIES, AT THE SAME UNIT PRICE, IF THE OPTION IS EXERCISED WITHIN:				
A. SIXTY (60) DAYS FROM DATE OF AWARD OF THE CONTRACT.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
B. NINETY (90) DAYS FROM DATE OF AWARD OF THE CONTRACT.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
C. ONE-HUNDRED AND EIGHTY (180) DAYS FROM DATE OF AWARD OF THE CONTRACT.	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
D. NO OPTION OFFERED	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
PAYMENT TERMS:	NET 30 DAYS	1% - 10 DAYS	2% - 10 DAYS	2% - 10 DAYS
BIDDER AGREES TO ACCEPT PAYMENT BY PROCUREMENT CARD:	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>	N/A	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>
DELIVERY SHALL BE MADE WITHIN _____ CONSECUTIVE CALENDAR DAYS AFTER RECEIPT OF WRITTEN NOTICE OF AWARD OR P.O.	60 DAYS	10-12 WEEKS DAYS	180 DAYS	21 DAYS <small>(FROM APPROVAL OF DRAWINGS)</small>
IN CASES OF EMERGENCY DELIVERY MUST BE MADE WITHIN _____ HOURS OR THE NEXT MORNING.	48 HOURS	24 HOURS	N/A HOURS	48 HOURS

APPROVED BY: IS/

DATE: 06/29/2009

# CITY OF EL PASO BID TABULATION

BID ITEM: SOLAR PARKING LOT LIGHT SYSTEM										BID # 2009-239	
BID DATE: JUNE 24, 2009										DEPARTMENT: AVIATION	
			SOLAR ELECTRIC POWER COMPANY STUART, FL		SOLARONE SOLUTIONS, INC. FRAMINGHAM, MA		SOLARONE SOLUTIONS, INC. FRAMINGHAM, MA ALTERNATE BID		SUMMIT ELECTRIC SUPPLY EL PASO, TX		
ITEM NO.	QTY.	DESCRIPTION	UNIT PRICE	EXTENDED PRICE	UNIT PRICE	EXTENDED PRICE	UNIT PRICE	EXTENDED PRICE	UNIT PRICE	EXTENDED PRICE	
1.	100 EA.	COMPACT FLUORESCENT LAMP, SOLAR PARKING LOT LIGHT SYSTEM, AS SPECIFIED  MANUFACTURER:  MODEL NUMBER:	<u>\$4,500.00</u> <small>(BIDDER'S TOTAL: \$4,465.00)</small> SEPCO-SOLAR ELECTRIC POWER CO.  SEPA170-SLC(2)36-RTC/DTD-SP/AP	<u>\$450,000.00</u>	<u>\$5,238.00</u> <small>(BIDDER'S TOTAL: \$523,779.00)</small> SOLARONE SOLUTIONS INC.  2LOS-ARM6-4HL900T3-4MCD-MPT15-12V-2P95-TP-3B118CA-EX4-T6.5X20-COLOR-NONE-RT	<u>\$523,800.00</u>	<u>\$4,966.00</u> <small>(BIDDER'S TOTAL: \$496,621.00)</small> SOLARONE SOLUTIONS, INC.  2LOS-4HL900T3-4MCD-MPT15-12V-2P95-TP-3B118CA-EX4-T6.5X20-COLOR-NONE-RT	<u>\$496,600.00</u>	<u>\$6,735.00</u>	<u>\$673,500.00</u>  VISIONAIRE  <i>PST-1-T3-36CFL-MAF</i>	
2. <small>(ALT. BID ITEM)</small>	100 EA.	LED LAMP, SOLAR PARKING LOT LIGHT SYSTEM, AS SPECIFIED  MANUFACTURER:  MODEL NUMBER:	<u>\$5,300.00</u> <small>(BIDDER'S TOTAL: \$5,260.00)</small> SEPCO-SOLAR ELECTRIC POWER CO.  SEPA225-DAY60-RTC/DTD-SP/AP	<u>\$530,000.00</u>	<u>\$0.00</u>  <b>NO BID</b>	<u>\$0.00</u>	<u>\$0.00</u>  <b>NO BID</b>	<u>\$0.00</u>	<u>\$7,245.00</u>	<u>\$724,500.00</u>  VISIONAIRE  ELE-1-T5-SOL-65-KL-UNV-MAF	

APPROVED BY: ISI

DATE: 06/29/2009

# CITY OF EL PASO BID TABULATION

BID ITEM: SOLAR PARKING LOT LIGHT SYSTEM BID DATE: JUNE 24, 2009	BID # 2009-239 DEPARTMENT: AVIATION			
	SOLAR ELECTRIC POWER COMPANY STUART, FL	SOLARONE SOLUTIONS, INC. FRAMINGHAM, MA	SOLARONE SOLUTIONS, INC. FRAMINGHAM, MA ALTERNATE BID	SUMMIT ELECTRIC SUPPLY EL PASO, TX
THE CITY AT ITS SOLE DISCRETION MAY EXERCISE ANY OPTION TO PURCHASE AN ADDITIONAL QUANTITY OF ITEMS BY GIVING THE CONTRACTOR WRITTEN NOTICE WITHIN THE TIME PERIOD NOTED ON THE SELECTED OPTIONS.  BIDDER OFFERS THE CITY THE OPTION OF PURCHASING ONE HUNDRED PERCENT (100%) OF THE ORIGINAL CONTRACT QUANTITIES, AT THE SAME UNIT PRICE, IF THE OPTION IS EXERCISED WITHIN:				
A. SIXTY (60) DAYS FROM DATE OF AWARD OF THE CONTRACT.	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
B. NINETY (90) DAYS FROM DATE OF AWARD OF THE CONTRACT.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
C. ONE-HUNDRED AND EIGHTY (180) DAYS FROM DATE OF AWARD OF THE CONTRACT.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
D. NO OPTION OFFERED	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
PAYMENT TERMS:	3%-10 DAYS; 2% - 20 DAYS	1% - 10 DAYS	0% - 10 DAYS	NET 30 DAYS
BIDDER AGREES TO ACCEPT PAYMENT BY PROCUREMENT CARD:	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>	YES <input type="checkbox"/> NO <input checked="" type="checkbox"/>	YES <input type="checkbox"/> NO <input checked="" type="checkbox"/>	YES <input type="checkbox"/> NO <input checked="" type="checkbox"/>
DELIVERY SHALL BE MADE WITHIN _____ CONSECUTIVE CALENDAR DAYS AFTER RECEIPT OF WRITTEN NOTICE OF AWARD OR P.O.	<u>42</u> DAYS	<u>60</u> DAYS	<u>60</u> DAYS	<u>49</u> DAYS
IN CASES OF EMERGENCY DELIVERY MUST BE MADE WITHIN _____ HOURS OR THE NEXT MORNING.	<u>N/A</u> HOURS	<u>N/A</u> HOURS	<u>N/A</u> HOURS	<u>24</u> HOURS

APPROVED BY: ISI

DATE: 06/29/2009

# CITY OF EL PASO BID TABULATION

BID ITEM: SOLAR PARKING LOT LIGHT SYSTEM BID DATE: JUNE 24, 2009							BID # 2009-239 DEPARTMENT: AVIATION			
			WESCO DISTRIBUTION INC. EL PASO, TX							
ITEM NO.	QTY.	DESCRIPTION	UNIT PRICE	EXTENDED PRICE	UNIT PRICE	EXTENDED PRICE	UNIT PRICE	EXTENDED PRICE	UNIT PRICE	EXTENDED PRICE
1.	100 EA.	COMPACT FLUORESCENT LAMP, SOLAR PARKING LOT LIGHT SYSTEM, AS SPECIFIED  MANUFACTURER:  MODEL NUMBER:	<u>\$6,780.00</u>	<u>\$678,000.00</u>						
		VISIONAIRE LIGHTING   AS SPECIFIED								
ITEM NO.	QTY.	DESCRIPTION	UNIT PRICE	EXTENDED PRICE	UNIT PRICE	EXTENDED PRICE	UNIT PRICE	EXTENDED PRICE	UNIT PRICE	EXTENDED PRICE
2. <small>(ALT. BID ITEM)</small>	100 EA.	LED LAMP, SOLAR PARKING LOT LIGHT SYSTEM, AS SPECIFIED  MANUFACTURER:  MODEL NUMBER:	<u>\$7,300.00</u>	<u>\$730,000.00</u>						
		VISIONAIRE LIGHTING   AS SPECIFIED								

APPROVED BY: IS/

DATE: 06/29/2009

# CITY OF EL PASO BID TABULATION

<b>BID ITEM: SOLAR PARKING LOT LIGHT SYSTEM</b> <b>BID DATE: JUNE 24, 2009</b>		<b>BID # 2009-239</b> <b>DEPARTMENT: AVIATION</b>		
	<b>WESCO DISTRIBUTION INC.</b> <b>EL PASO, TX</b>			
<p>THE CITY AT ITS SOLE DISCRETION MAY EXERCISE ANY OPTION TO PURCHASE AN ADDITIONAL QUANTITY OF ITEMS BY GIVING THE CONTRACTOR WRITTEN NOTICE WITHIN THE TIME PERIOD NOTED ON THE SELECTED OPTIONS.</p> <p>BIDDER OFFERS THE CITY THE OPTION OF PURCHASING ONE HUNDRED PERCENT (100%) OF THE ORIGINAL CONTRACT QUANTITIES, AT THE SAME UNIT PRICE, IF THE OPTION IS EXERCISED WITHIN:</p> <p>A. SIXTY (60) DAYS FROM DATE OF AWARD OF THE CONTRACT.</p> <p>B. NINETY (90) DAYS FROM DATE OF AWARD OF THE CONTRACT.</p> <p>C. ONE-HUNDRED AND EIGHTY (180) DAYS FROM DATE OF AWARD OF THE CONTRACT.</p> <p>D. NO OPTION OFFERED</p>	<input type="checkbox"/>  <input checked="" type="checkbox"/>  <input type="checkbox"/>  <input type="checkbox"/>	<input type="checkbox"/>  <input type="checkbox"/>  <input type="checkbox"/>  <input type="checkbox"/>	<input type="checkbox"/>  <input type="checkbox"/>  <input type="checkbox"/>  <input type="checkbox"/>	<input type="checkbox"/>  <input type="checkbox"/>  <input type="checkbox"/>  <input type="checkbox"/>
<b>PAYMENT TERMS:</b>	<b>NET 30 DAYS</b>			
<b>BIDDER AGREES TO ACCEPT PAYMENT BY PROCUREMENT CARD:</b>	<b>YES <input checked="" type="checkbox"/> NO <input type="checkbox"/></b>	<b>YES <input type="checkbox"/> NO <input type="checkbox"/></b>	<b>YES <input type="checkbox"/> NO <input type="checkbox"/></b>	<b>YES <input type="checkbox"/> NO <input type="checkbox"/></b>
DELIVERY SHALL BE MADE WITHIN _____ CONSECUTIVE CALENDAR DAYS AFTER RECEIPT OF WRITTEN NOTICE OF AWARD OR P.O.	<b>50 DAYS</b>	_____ DAYS	_____ DAYS	_____ DAYS
IN CASES OF EMERGENCY DELIVERY MUST BE MADE WITHIN _____ HOURS OR THE NEXT MORNING.	<b>24 HOURS</b>	_____ HOURS	_____ HOURS	_____ HOURS
<b>BIDS SOLICITED: 11</b>	<b>BIDS RECEIVED: 13</b>	<b>BIDS LOCAL: 2</b>	<b>NO BIDS: N/A</b>	

APPROVED BY: ISI

DATE: 06/29/2009

SOLAR ILLUMINATIONS  
14965 TECHNOLOGY COURT  
UNITS 3-6  
FORT MYERS, FL 33912

AIM SOLAR CORPORATION  
P.O. BOX 618  
JAMESTOWN, CA 95327

OK SOLAR  
DBA: GENERAL COMMUNICATIONS  
CORP.  
5011 SW 152ND AVE.  
MIRAMAR, FL. 33027-3626

SOL SYSTEMS  
3210 S.W. 42<sup>ND</sup> AVE.  
PALM CITY, FL 34990

INNOVATIVE SOLAR SOLUTIONS  
2725 WESTINGHOUSE BLVD.  
SUITE 100  
CHARLOTTE, NC 28273

ECO-WORX, INC  
860 KASTRIN ST  
EL PASO, TX 79907

RLLD COMMERCIAL LIGHTING  
300 SHEPHERD DR. STE. B  
HOUSTON, TEXAS 77007

CARDEL DESIGN GROUP, LLC  
6421 LA POSTA DRIVE  
EL PASO, TX 79912

SOLAR PLUS  
429 LUNA AZUL  
CHAPARRAL, NM 88081

\* Ilze Greene  
Sales and Marketing Director  
SolarOne Solutions, INC.  
51 Marble St.  
Framingham, MA 01702  
Added 6/22/2009

\* Meridian Solar, Inc.  
Attn: Casey Marshall  
4109 Todd Lane, Ste. 900  
Austin, TX 78744  
Added 6/22/2009