

**31****REVISED****REVISED**  
**OPERATIONS COMMITTEE**  
**SEPTEMBER 18, 2003****31**

Metropolitan  
Transportation  
Authority

One Gateway Plaza  
Los Angeles, CA  
90012-2952

**SUBJECT: GRAFFITI GUARD FILM REPLACEMENT SERVICE  
ANTI-GRAFFITI FILM SERVICES AND GLASS TINTING  
SERVICES**

**ACTION: AWARD A CONTRACT TO XLNT TINT IN AN AMOUNT  
NOT TO EXCEED \$1,990,837**

### **RECOMMENDATION**

Authorize the Chief Executive Officer to award a five-year firm fixed unit rate contract no. OP33440653 to XLNT Tint, Inc., of Anaheim, California, the ~~most~~ lowest responsive, responsible bidder, to provide graffiti guard film installation service for Metro transit facilities in an amount not to exceed \$1,990,837, inclusive of two one-year options.<sup>4</sup>

### **RATIONALE**

This contract will provide anti-graffiti film services, including material and labor, for all MTA bus and rail transit stations. The scope of work involves the installation of a transparent graffiti guard film on glass panels up to ten feet from the ground and replacing the film when etched by vandals. This service is a major component of the MTA's efforts to combat graffiti on its system. Application of the film mitigates damage to glass panels by providing a barrier against permanent scarring of the glass face by etching. The replacement of etched film is necessary in order to alleviate its negative visual impact on system patrons and to improve the appearance of station facilities. Originally staff budgeted for maximum film replacement of once per month. However, due to necessity, we are replacing them at a faster rate than budgeted. We will be more aggressive in replacement in high visibility areas and we are seeking additional funding from other accounts to accommodate the higher rate of replacement. The usage of the film has worked very well in substantially reducing damage to glass panels. It is estimated that applying the film on glass panels stops nearly 90% of the etched graffiti from ever reaching the glass face and damaging it.

Replacing the protective film when etched is much more cost effective than replacing glass panels. The cost of replacing graffiti guard film is a fraction of what it would cost to replace etched glass panels. For example, replacing a 42" x 42" tempered elevator glass panel damaged by etching will cost approximately \$665 versus a cost of only \$20 to protect it with anti-graffiti guard film, thereby realizing 97% in savings. The program is therefore, a cost effective one. Staff recommends the continuation of this service by awarding this new contract, which replaces the existing contract, which will expire in September 2003.

## **FINANCIAL IMPACT**

Funding of \$389,631 for this service is included in the FY04 budget in Cost Center number 3344, under Project 300055, Task 11.2; Project 300044, Task 11.2; Project 300033, Task 11.2; Project 300022, Task 11.2 and Project 300011, Task 11.3.01.4.01. Since this item is for multi-year contract, the Cost Center Manager and Deputy Chief Executive Officer will be accountable for budgeting the amount in future years. In fiscal year 2003, \$166,569 was expended on this activity.

## **ALTERNATIVES CONSIDERED**

One alternative considered is to provide the service in-house. This would require the hiring of additional personnel and the purchase of additional equipment and materials. Staff's analysis indicates that this is not a cost effective option for the MTA.

## **ATTACHMENT**

- A. Procurement Summary, Attachment A
- B. Procurement History, Attachment A-1
- C. List of Subcontractors, Attachment A-2
- D. Bid Tabulation Sheet Attachment A-3

Prepared by: Denise Longley, Deputy Executive Officer – Facilities/Operations  
Angela Brown, Contract Administrator



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John B. Catoe, Jr.  
Deputy Chief Executive Officer



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Roger Snoble  
Chief Executive Officer

**BOARD REPORT ATTACHMENT A  
PROCUREMENT SUMMARY**

**Anti-Graffiti Film and Glass Tinting Services (Bus & Rail)**

1.	Contract Number: OP33440653		
2.	Recommended Vendor: XLNT Tint of Anaheim, Inc.		
3.	Cost/Price Analysis Information:		
	A. Bid Price: NTE Amount of \$1,990,837	Recommended Price: NTE Amount of \$1,990,837	
	B. Details of Significant Variances are in Attachment A-1.D		
4.	Contract Type: Firm Fixed Unit Rate		
5.	Procurement Dates:		
	A. Issued: June 20, 2003		
	B. Advertised: June 14, 2003 through June 19, 2003		
	C. Pre-proposal Conference: July 7, 2003		
	D. Proposals Due: July 21, 2003		
	E. Pre-Qualification Completed: August 6, 2003		
	F. Conflict of Interest Form Submitted to Ethics: August 11, 2003		
6.	Small Business Participation:		
	A. Bid Goal: 0%	Date Small Business Evaluation Completed: N/A	
	B. Small Business Commitment: 0% Details are in Attachment A-2		
7.	Invitation for Bid Data:		
	Notifications Sent: 57	Bids Picked up: 21	Bids Received: 3
8.	Evaluation Information:		
	A. Bidders/Proposers Names:  XLNT Tint of Anaheim, Inc. ADEC , Inc. Metropolitan West Cherry Glass	<u>Bid Amount:</u> \$1,990,837.00 \$1,993,912.00 \$1,994,945.50 \$7,083,710.00	<u>Best and Final Offer Amount:</u> Not Applicable
	B. Evaluation Methodology: Lowest Responsive Responsible Bid Details are in Attachment A-1.C		
9.	Protest Information:		
	A. Protest Period End Date: -September 24, 2003		
	B. Protest Receipt Date: None		
	C. Disposition of Protest Date: N/A		
10.	Contract Administrator: Angela L. Brown	Telephone Number: 922-2516	
11.	Project Manager: Darrell Spearman	Telephone Number: 922-8839	

**BOARD REPORT ATTACHMENT A-1  
PROCUREMENT HISTORY**

**Anti-Graffiti Film and Glass Tinting Services (Bus & Rail)**

**A. Background on Contractor**

XLNT Tint specializes in providing anti-graffiti film services. XLNT Tint has been in business since 1988 and has a facility in Anaheim and corporate offices in Corona, California. Some of their current customers include the City of Anaheim, Bank of America in Los Angeles, Boeing in Seal Beach, and the White House in Washington, D.C.

In May 1999, the Board awarded a five-year contract, Contract No. OP33440807, to XLNT Tint of Anaheim, California, the lowest responsive, responsible bidder to provide anti-graffiti film services for the MTA operating properties for a not-to-exceed contract value of \$236,665, inclusive of two one-year options. In October 2002, the Board authorized the Chief Executive Officer to execute an amendment to Contract No. OP33440807 to increase the frequency of service of replacement of etched glass panel graffiti guard in an amount of \$250,000 increase the total contract value from \$236,665 to \$486,665. XLNT Tint's performance for the MTA under the Contract OP33440807 has been satisfactory to date.

**B. Procurement Background**

This procurement complied with the competitive sealed bid process. XLNT Tint's bid amount is a not-to-exceed value based on the estimated level of services to be required each year. This bid includes fixed unit rates for estimated levels of effort. The contractor's actual compensation will be dependent upon actual maintenance requirements. All rates of the existing Contract will apply to any additional and future work to the original scope of work during the duration of this contract.

**C. Evaluation of Bids**

This procurement was a standard sealed bid in compliant with MTA Procurement policies and procedures, as well as the minimum requirements established by the IFB, with the recommended award to the lowest responsive, responsible bidder.

**D. Cost/Price Analysis Explanation of Variances**

The recommended extended Contract price was determined to be fair and reasonable based upon adequate price competition.

~~XLNT Tint's bid amount is a not to exceed value based on the estimated level of services to be required each year. This bid includes fixed unit rates for estimated levels of effort. The contractor's actual compensation will be dependent upon actual maintenance requirements. All rates of the existing Contract will apply to any additional and future work to the original scope of work during the duration of this contract.~~

<b>Bid/Proposal Amount</b>	<b>MTA Estimate</b>	<b>Recommended/Negotiated Amount</b>
\$1,990,837	\$2,321,312	\$1,990,837

**BOARD REPORT ATTACHMENT A-2  
LIST OF SUBCONTRACTORS**

**Anti-Graffiti Film and Glass Tinting Services (Bus & Rail)**

PRIME CONTRACTOR-

**XLNT Tint of Anaheim, Inc.**  
2940 E. La Palma Avenue #C  
Anaheim, CA 92806

Other Subcontractors

None

Small Business Commitment

The MTA waived the Voluntary Anticipated Levels of Participation (VALP) goal for this procurement based on the lack of subcontracting opportunities. It is anticipated that the Prime Contractor will provide the services, supplies, and/or equipment required on this contract with minimal, if any, subcontracting.

ATTACHMENT A-3

Bids Out: 06/20/03 Total 21  
 Bids Opened: 07/28/03 Total 4  
 No Bids: 0  
 Advertisement Date(s): 06/16/03  
 Newspaper: Daily News, La Opinion,  
Chinese Daily News and L.A. Watts  
Times

Item No.	Description	XLNT Tint of Anaheim, Inc		ADEC, Inc.		Metropolitan West		Cherry Glass, Inc.	
		Unit Price	Unit Price	Unit Price	Unit Price	Unit Price	Unit Price	Unit Price	Unit Price
1	Total Anti-Graffiti Price	\$1,965,775.00	\$1,971,070.00	\$1,965,577.50	\$7,052,210.00				
2	Total Estimated As-Needed price	\$25,062.00	\$22,842.00	\$29,368.00	\$31,500.00				
3	Total Bid Price	\$1,990,837.00	\$1,993,912.00	\$1,994,945.50	\$7,083,710.00				

I hereby certify XLNT Tint of Anaheim, Inc. as being the lowest responsible bidder and recommend the award to them for total price, including sales tax, of \$ 1,990,837

9/11/03  
Date

Vit R.  
Signature