



**OPERATIONS COMMITTEE
JULY 21, 2005**

SUBJECT: SAFETY GLOVES

ACTION: AWARD CONTRACT FOR SAFETY GLOVES

RECOMMENDATION

Authorize the Chief Executive Officer to award a 24-month, firm fixed price contract under Bid Number 05-0005 to Coast to Coast Safety Inc., the lowest responsive, responsible bidder for safety gloves in an amount not to exceed \$551,821.00, inclusive of sales tax and one-year option.

RATIONALE

Safety gloves are surgical-grade, latex-free synthetic rubber gloves used to protect hands from harmful primer, prep and adhesive chemicals. These gloves are used in various departments, particularly Maintenance and General Services and serve as protection from the various cleaners, oils, and greases that are used for the upkeep and maintenance of the revenue fleet and maintenance of the facilities. The procurement of gloves will ensure that Metro has available the necessary safety products required for the proper handling of various materials, and continuity of supply at the lowest cost during this contract period.

The safety gloves will be maintained in inventory and managed by Material Management. Each of the Service Sector operating divisions and Rail divisions maintain safety gloves in their stock rooms based on their individual consumption requirements. As the gloves are issued, the appropriate Sector's budget project numbers and accounts are charged.

FINANCIAL IMPACT

The funding of \$184,000 for safety gloves is included in the FY06 budget in Cost Centers 3503, 3508, 3515, 3601, 3609, 3706, 3707, 3710, 3802, 3805, 3818, under Project Numbers 301008, 302008, 303008, 304008, and 305008 Bus Maintenance, Line Item 50431 and Rail Cost Centers 3941, 3942, 3943, and 3944 under project numbers 300022, 300033, 300044, and 300055, Line Item 50215. Since this is a multi-year contract, the Cost Center Managers and Deputy Chief Executive Officer will be accountable for budgeting the cost in future fiscal years. In FY05 \$219,493 was expended in this category.

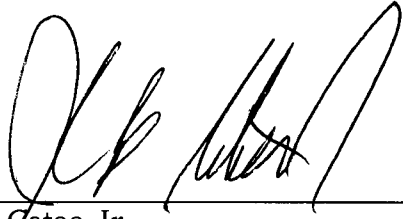
ALTERNATIVES CONSIDERED

The alternative is not to award the contract and continue to procure safety gloves on an as-needed basis at a higher cost. This approach is not recommended since it does not guarantee a fixed price or provide a commitment from the suppliers or the manufacturer to ensure availability.

ATTACHMENTS

- A Procurement Summary
- A-1 Procurement History
- A-2 Bid Tabulation

Prepared By: E. Eng, Buyer
Kathy Kaminski, Inventory Control Manager



John B. Catoe, Jr.
Deputy Chief Executive Officer



Roger Snoble
Chief Executive Officer

**BOARD REPORT ATTACHMENT A
PROCUREMENT SUMMARY**

SAFETY GLOVES

1.	Contract Number: 05-0005		
2.	Recommended Vendor: Coast to Coast Safety, Inc, 21730 S. Wilmington Avenue, Long Beach, CA 90810		
3.	Cost/Price Analysis Information:		
	1. Bid/Proposed Price: \$364,466	Estimated Amount: \$ 800,000	
	B. Details of Significant Variances are in Attachment A-1.D		
4.	Contract Type: Fixed Price		
5.	Procurement Dates:		
	A. Issued: 1/27/05		
	B. Advertised: 1/27/05		
	C. Pre-bid Conference: 2/10/05		
	D. Proposals/Bids Due: 6/10/05		
	E. Pre-Qualification Completed: N/A		
	F. Conflict of Interest Form Submitted to Ethics: Yes		
6.	Small Business Participation: 0%		
	A. Bid/Proposal Goal: 0% No goal recommended	Date Small Business Evaluation Completed:	
	Small Business Commitment: No goal recommended		
7.	Invitation for Bid/Request for Proposal Data:		
	Notifications Sent: 98	Bids/Proposals Picked up: 98	Bids/Proposals Received: 15
8.	Evaluation Information:		
	A. Bidders/Proposers Names:	<u>Bid/Proposal Amount:</u>	<u>Best and Final Offer Amount:</u> N/A
	1. Coast to Coast Safety Inc.	\$551,821	
	2. California Glove Co.	\$571,026	
	3. All Safety Products Inc.	\$579,135	
	4. The Home Depot Supply	\$576,147	
	5. Morton Safety Co.	\$594,072	
	6. Medicine Chest Services	\$638,030	
	7. Sandler Bros.	\$658,549	
	8. Extreme Safety	\$800,204	
	9. Coast to Coast Safety Inc. (Alt Bid)	\$805,326	
	10. Uniforms Manufacturing Inc.	\$838,614	

	11. Gale Supply Co. 12. Stag Enterprise, Inc. 13. Morton Safety Co. 14. Fisher Scientific Company 15. Aracent Health Care	\$866,781 \$869,342 \$898,789 \$973,048 \$1,395,556	
	B. Evaluation Methodology: Selection of the lowest responsive, responsible bidder.		
9.	Protest Information:		
	A. Protest Period End Date: July 20, 2005		
	B. Protest Receipt Date: N/A		
	C. Disposition of Protest Date: N/A		
10.	Contract Administrator: Elizabeth Eng	Telephone Number: 213/922-2166	
11.	Project Manager: Cathy Kaminski - Inventory John Adams - Quality Assurance	Telephone Number: 213/922-5713 213/922-5893	

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

SAFETY GLOVES

A. Background on Contractor

The responsive and responsible low bidder, Coast to Coast Safety Inc., is located in Long Beach, California, and has been in the safety supplies business since 1989. Coast to Coast Safety Inc. also specializes in OSHA compliance, fall protection and safety surveys. Coast to Coast Safety Inc. has provided safety supplies to other agencies including, El Dorado County, Los Angeles County Sanitation, Public Works, Sheriff's, City of Los Angeles DWP, Harbor, LAX, and City and County of San Diego. In the past, Coast to Coast Safety Inc. has provided satisfactory service and delivery of safety products to Metro.

B. Procurement Background

In accordance with Procurement Policies and Procedures, the bids submitted were evaluated by Quality Assurance for compliance to the technical specifications. Evaluation of the fifteen (15) bids received was based on Metro approved technical specifications. The apparent low bidder, Coast to Coast Safety Inc., was determined to be the lowest responsive, responsible bidder for this solicitation as set forth in Section C.

The Diversity and Economic Opportunity Department did not recommend a participation goal for this procurement.

C. Evaluation Criteria

Technical review and selection of the lowest responsive, responsible bidder.

- Bidder #1 Coast to Coast Safety Inc., in the amount of, \$551,821, is in full compliance to the technical and the bid specifications.
- Bidder #2 California Glove Co., in the amount of, \$571,026, is in full compliance to the technical and the bid specifications.
- Bidder #3 All Safety Products Inc., in the amount of, \$579,135, is in full compliance to the technical and the bid specifications.
- Bidder #4 The Home Depot Supply, in the amount of, \$576,147, is in full compliance to the technical and the bid specifications.
- Bidder #5 Morton Safety Co., in the amount of, \$594,072, is in full compliance to the technical and the bid specifications.

- Bidder #6 Medicine Chest Services, in the amount of, \$638,030, is in full compliance to the technical and the bid specifications.
- Bidder #7 Sandler Bros., in the amount of, \$658,549, is not in full compliance to the technical and the bid specifications.
- Bidder #8 Extreme Safety, in the amount of, \$800,204, is in full compliance to the technical and the bid specifications.
- Bidder #9 Coast to Coast Safety Inc., in the amount of, \$805,326, is in full compliance to the technical and the bid specifications.
- Bidder #10 Uniforms Manufacturing Inc., in the amount of, \$838,614, is in full compliance to the technical and the bid specifications.
- Bidder #11 Gale Supply Co., in the amount of, \$866,781, is not in full compliance to the technical and the bid specifications.
- Bidder #12 Stag Enterprise, Inc., in the amount of, \$869,342, is not in full compliance to the technical and the bid specifications.
- Bidder #13 Morton Safety Co., in the amount of, \$898,789, is in full compliance to the technical and the bid specifications.
- Bidder #14 Fisher Scientific Company, in the amount of, \$973,048, is not in full compliance to the technical and the bid specifications.
- Bidder #15 Aracent Health Care, in the amount of, \$1,395,556, is not in full compliance to the technical and the bid specifications.

D. Cost/Price Analysis Explanation of Variances

The recommended bid price of \$551,821 has been determined to be fair and reasonable, based upon adequate price competition, and selection of the lowest responsive and responsible bidder. The recommended bid unit rate will result in a total savings/cost avoidance over a three-year period of \$523,654 from current prices. The difference in pricing is based on increased competition.

Bids Out: 01/27/05 Total 98
 Bids Opened: 06/10/05 Total 15
 No Bids: 1
 Advertisement Date(s): 01/27/05
 Newspaper: Daily News

Item No.	Description	Est. Qty	Unit	Coast to Coast Safety Inc. (1st bid)		California Glove Co.		All Safety Products, Inc.		The Home Depot Supply		Morton Safety Co. (1st bid)		Medicine Chest Services	
				Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
24 MONTH															
1	Glove - Small, 12", 8 MIL, No/Low Powder, Exam Glove or Better, Nitrile, 25 PR/BOX	50	BX	\$4.27	\$213.50	\$4.46	\$223.00	\$4.49	\$224.50	\$4.50	\$225.00	\$4.56	\$228.00	\$4.95	\$247.50
2	Glove - Medium, 12", 8 MIL, No/Low Powder, Exam Glove or Better, Nitrile, 25 PR/BOX	6,500	BX	\$4.27	\$27,755.00	\$4.46	\$28,990.00	\$4.49	\$29,185.00	\$4.50	\$29,250.00	\$4.56	\$29,640.00	\$4.95	\$32,175.00
3	Glove - Large, 12", 8 MIL, No/Low Powder, Exam Glove or Better, Nitrile, 25 PR/BOX	27,000	BX	\$4.27	\$115,290.00	\$4.46	\$120,420.00	\$4.49	\$121,230.00	\$4.50	\$121,500.00	\$4.56	\$123,120.00	\$4.95	\$133,650.00
4	Glove - X-Large, 12", 8 MIL, No/Low Powder, Exam Glove or Better, Nitrile, 25 PR/BOX	31,000	BX	\$4.27	\$132,370.00	\$4.46	\$138,260.00	\$4.49	\$139,190.00	\$4.50	\$139,500.00	\$4.56	\$141,360.00	\$4.95	\$153,450.00
5	Glove - XX-Large, 12", 8 MIL, No/Low Powder, Exam Glove or Better, Nitrile, 25 PR/BOX	14,300	BX	\$4.27	\$61,061.00	\$4.46	\$63,778.00	\$4.49	\$64,207.00	\$4.50	\$64,350.00	\$4.56	\$65,208.00	\$4.95	\$70,785.00
Sub Total 24 Month					\$336,689.50		\$351,671.00		\$354,036.50		\$354,825.00		\$359,556.00		\$390,307.50
Sales Tax 8.25 %					\$27,776.88		\$29,012.86		\$29,208.01		\$29,273.06		\$29,663.37		\$32,200.37
Total 24 Month					\$364,466.38		\$380,683.86		\$383,244.51		\$384,098.06		\$389,219.37		\$422,507.87
12 MONTH															
1	Glove - Small, 12", 8 MIL, No/Low Powder, Exam Glove or Better, Nitrile, 25 PR/BOX	25	BX	\$4.39	109.75	\$4.46	\$111.50	\$4.59	\$114.75	\$4.50	\$112.50	\$4.80	\$120.00	\$5.05	\$126.25
2	Glove - Medium, 12", 8 MIL, No/Low Powder, Exam Glove or Better, Nitrile, 25 PR/BOX	3,250	BX	\$4.39	14,267.50	\$4.46	\$14,495.00	\$4.59	\$14,917.50	\$4.50	\$14,625.00	\$4.80	\$15,600.00	\$5.05	\$16,412.50
3	Glove - Large, 12", 8 MIL, No/Low Powder, Exam Glove or Better, Nitrile, 25 PR/BOX	13,500	BX	\$4.39	59,265.00	\$4.46	\$60,210.00	\$4.59	\$61,965.00	\$4.50	\$60,750.00	\$4.80	\$64,800.00	\$5.05	\$68,175.00
4	Glove - X-Large, 12", 8 MIL, No/Low Powder, Exam Glove or Better, Nitrile, 25 PR/BOX	15,500	BX	\$4.39	68,045.00	\$4.46	\$69,130.00	\$4.59	\$71,145.00	\$4.50	\$69,750.00	\$4.80	\$74,400.00	\$5.05	\$78,275.00
5	Glove - XX-Large, 12", 8 MIL, No/Low Powder, Exam Glove or Better, Nitrile, 25 PR/BOX	7,150	BX	\$4.39	31,388.50	\$4.46	\$31,889.00	\$4.59	\$32,818.50	\$4.50	\$32,175.00	\$4.80	\$34,320.00	\$5.05	\$36,107.50
Sub Total 12 Month					\$173,075.75		\$175,835.50		\$180,960.75		\$177,412.50		\$189,240.00		\$199,096.25
Sales Tax 8.25 %					\$14,278.75		\$14,506.43		\$14,929.26		\$14,636.53		\$15,612.30		\$16,425.44
Total 12 Month					\$187,354.50		\$190,341.93		\$195,890.01		\$192,049.03		\$204,852.30		\$215,521.69
GRAND TOTAL					\$551,820.88		\$571,025.79		\$579,134.52		\$576,147.09		\$594,071.67		\$638,029.56

Item No.	Description	Est. Qty	Unit	Sandler Bros.		Extreme Safety		Coast to Coast Safety Inc. (2nd bid)		Uniforms Manufacturing Inc.		Gate Supply Co.		Stag Enterprise, Inc.	
				Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
24 MONTH															
1	Glove - Small, 12", 8 MIL, No/Low Powder, Exam Glove or Better, Nitrile, 25 PR/BOX	50	BX	\$5.16	\$258.00	\$6.25	\$312.50	\$6.29	\$314.50	\$6.55	\$327.50	\$6.77	\$338.50	\$6.79	\$339.50
2	Glove - Medium, 12", 8 MIL, No/Low Powder, Exam Glove or Better, Nitrile, 25 PR/BOX	6,500	BX	\$5.12	\$33,280.00	\$6.25	\$40,625.00	\$6.29	\$40,885.00	\$6.55	\$42,575.00	\$6.77	\$44,005.00	\$6.79	\$44,135.00
3	Glove - Large, 12", 8 MIL, No/Low Powder, Exam Glove or Better, Nitrile, 25 PR/BOX	27,000	BX	\$5.12	\$138,240.00	\$6.25	\$168,750.00	\$6.29	\$169,830.00	\$6.55	\$176,850.00	\$6.77	\$182,790.00	\$6.79	\$183,330.00
4	Glove - X-Large, 12", 8 MIL, No/Low Powder, Exam Glove or Better, Nitrile, 25 PR/BOX	31,000	BX	\$5.12	\$158,720.00	\$6.25	\$193,750.00	\$6.29	\$194,990.00	\$6.55	\$203,050.00	\$6.77	\$209,870.00	\$6.79	\$210,490.00
5	Glove - XX-Large, 12", 8 MIL, No/Low Powder, Exam Glove or Better, Nitrile, 25 PR/BOX	14,300	BX	\$5.25	\$75,075.00	\$6.25	\$89,375.00	\$6.29	\$89,947.00	\$6.55	\$93,665.00	\$6.77	\$96,811.00	\$6.79	\$97,097.00
Sub Total 24 Month					\$405,573.00		\$492,812.50		\$495,966.50		\$516,467.50		\$533,814.50		\$535,391.50
Sales Tax 8.25 %					\$33,459.77		\$40,657.03		\$40,917.24		\$42,608.57		\$44,039.70		\$44,169.80
Total 24 Month					\$439,032.77		\$533,469.53		\$536,883.74		\$559,076.07		\$577,854.20		\$579,561.30
12 MONTH															
1	Glove - Small, 12", 8 MIL, No/Low Powder, Exam Glove or Better, Nitrile, 25 PR/BOX	25	BX	\$5.16	129.00	\$6.25	\$156.25	\$6.29	\$157.25	\$6.55	\$163.75	\$6.77	\$169.25	\$6.79	\$169.75
2	Glove - Medium, 12", 8 MIL, No/Low Powder, Exam Glove or Better, Nitrile, 25 PR/BOX	3,250	BX	\$5.12	16,640.00	\$6.25	\$20,312.50	\$6.29	\$20,442.50	\$6.55	\$21,287.50	\$6.77	\$22,002.50	\$6.79	\$22,067.50
3	Glove - Large, 12", 8 MIL, No/Low Powder, Exam Glove or Better, Nitrile, 25 PR/BOX	13,500	BX	\$5.12	69,120.00	\$6.25	\$84,375.00	\$6.29	\$84,915.00	\$6.55	\$88,425.00	\$6.77	\$91,395.00	\$6.79	\$91,665.00
4	Glove - X-Large, 12", 8 MIL, No/Low Powder, Exam Glove or Better, Nitrile, 25 PR/BOX	15,500	BX	\$5.12	79,360.00	\$6.25	\$96,875.00	\$6.29	\$97,495.00	\$6.55	\$101,525.00	\$6.77	\$104,935.00	\$6.79	\$105,245.00
5	Glove - XX-Large, 12", 8 MIL, No/Low Powder, Exam Glove or Better, Nitrile, 25 PR/BOX	7,150	BX	\$5.25	37,537.50	\$6.25	\$44,687.50	\$6.29	\$44,973.50	\$6.55	\$46,832.50	\$6.77	\$48,405.50	\$6.79	\$48,548.50
Sub Total 12 Month					\$202,786.50		\$246,406.25		\$247,983.25		\$258,233.75		\$266,907.25		\$267,695.75
Sales Tax 8.25 %					\$16,729.89		\$20,328.52		\$20,458.62		\$21,304.28		\$22,019.85		\$22,084.90
Total 12 Month					\$219,516.39		\$266,734.77		\$268,441.87		\$279,538.03		\$288,927.10		\$289,780.65
GRAND TOTAL					\$658,549.16		\$800,204.30		\$805,325.60		\$838,614.10		\$866,781.29		\$869,341.95

Item No.	Description	Est. Qty	Unit	Morton Safety Co. (2nd bid)		Fisher Scientific Company		Aracent HealthCare	
				Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
24 MONTH									
1	Glove - Small, 12", 8 MIL, No/Low Powder, Exam Glove or Better, Nitrile, 25 PR/BOX	50	BX	\$6.95	\$347.50	\$7.60	\$380.00	\$10.85	\$542.50
2	Glove - Medium, 12", 8 MIL, No/Low Powder, Exam Glove or Better, Nitrile, 25 PR/BOX	6,500	BX	\$6.95	\$45,175.00	\$7.60	\$49,400.00	\$10.85	\$70,525.00
3	Glove - Large, 12", 8 MIL, No/Low Powder, Exam Glove or Better, Nitrile, 25 PR/BOX	27,000	BX	\$6.95	\$187,650.00	\$7.60	\$205,200.00	\$10.85	\$292,950.00
4	Glove - X-Large, 12", 8 MIL, No/Low Powder, Exam Glove or Better, Nitrile, 25 PR/BOX	31,000	BX	\$6.95	\$215,450.00	\$7.60	\$235,600.00	\$10.85	\$336,350.00
5	Glove - XX-Large, 12", 8 MIL, No/Low Powder, Exam Glove or Better, Nitrile, 25 PR/BOX	14,300	BX	\$6.95	\$99,385.00	\$7.60	\$108,680.00	\$10.85	\$155,155.00
Sub Total 24 Month					\$548,007.50		\$599,260.00		\$855,522.50
Sales Tax 8.25 %					\$45,210.62		\$49,438.95		\$70,580.61
Total 24 Month					\$593,218.12		\$648,698.95		\$926,103.11
12 MONTH									
1	Glove - Small, 12", 8 MIL, No/Low Powder, Exam Glove or Better, Nitrile, 25 PR/BOX	25	BX	\$7.16	\$179.00	\$7.60	190.00	\$11.00	\$275.00
2	Glove - Medium, 12", 8 MIL, No/Low Powder, Exam Glove or Better, Nitrile, 25 PR/BOX	3,250	BX	\$7.16	\$23,270.00	\$7.60	24,700.00	\$11.00	\$35,750.00
3	Glove - Large, 12", 8 MIL, No/Low Powder, Exam Glove or Better, Nitrile, 25 PR/BOX	13,500	BX	\$7.16	\$96,660.00	\$7.60	102,600.00	\$11.00	\$148,500.00
4	Glove - X-Large, 12", 8 MIL, No/Low Powder, Exam Glove or Better, Nitrile, 25 PR/BOX	15,500	BX	\$7.16	\$110,980.00	\$7.60	117,800.00	\$11.00	\$170,500.00
5	Glove - XX-Large, 12", 8 MIL, No/Low Powder, Exam Glove or Better, Nitrile, 25 PR/BOX	7,150	BX	\$7.16	\$51,194.00	\$7.60	54,340.00	\$11.00	\$78,650.00
Sub Total 12 Month					\$282,283.00		\$299,630.00		\$433,675.00
Sales Tax 8.25 %					\$23,288.35		\$24,719.48		\$35,778.19
Total 12 Month					\$305,571.35		\$324,349.48		\$469,453.19
GRAND TOTAL					\$898,789.47		\$973,048.43		\$1,395,556.29

I hereby certify Coast-to-Coast Safety, Inc as being the lowest responsible bidder and recommend the award to them for total price, including sales tax, of \$551,821.00.

6/27/05 Date

R.A. Behmer Signature