



# City of Austin

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## Purchasing Office

P.O. Box 1088, Austin, TX 78767

August 6, 2021

Subject: Recommendation for Award of IFB 8600 MLJ1000, Golf Cart Batteries:

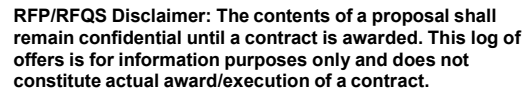
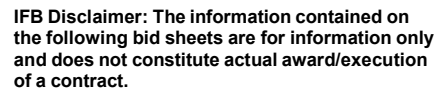
Thank you for your response to the IFB 8600 MLJ1000 Golf Cart Batteries solicitation for the City of Austin. Purchasing staff has completed their evaluation and has recommended award to Continental Batteries

Thank you for your continued interest in doing business with the City of Austin. A copy of the final bid tab is attached for your review.

*Marissa Jones*

Marissa Jones  
Procurement Specialist II  
(512) 974-2038  
[Marissa.Jones@austintexas.gov](mailto:Marissa.Jones@austintexas.gov)  
City of Austin  
Purchasing Office

**Solicitation Number: IFB 8600 MLJ1000**



| Vendor Name               | Date Received | Type of Response<br>(eResponse / Physical) | No Bid                   |
|---------------------------|---------------|--|--------------------------|
| 1. Battery Systems, INC   | 8/2/2021      | eResponse                                  | <input type="checkbox"/> |
| 2. Concentric LLC         | 8/3/2021      | eResponse                                  | <input type="checkbox"/> |
| 3. Continental Battery CO | 7/27/2021     | eResponse                                  | <input type="checkbox"/> |
| 4.                        |               |  | <input type="checkbox"/> |
| 5.                        |               |  | <input type="checkbox"/> |
| 6.                        |               |  | <input type="checkbox"/> |
| 7.                        |               |  | <input type="checkbox"/> |
| 8.                        |               |  | <input type="checkbox"/> |

This certifies the response was received prior to the solicitation closing.



**PRICING SUBMITTAL  
CITY OF AUSTIN  
GOLF CART BATTERIES**

**SOLICITATION NO.:** IFB 8600 MLJ1000

**BUYER:** Marissa Jones

**Special Instructions:** Offerors must use this Pricing Submittal to submit pricing. Be advised that altering the bid sheet or taking exceptions to any portion of the solicitation may jeopardize acceptance of your Offer.

The quantities noted below are estimates and not a guarantee of actual volume. The City does not guarantee the purchase of the quantities listed, actual purchases may be more or less. Quantities are provided as a guide based on historical or anticipated usage. Order quantities will be as-needed and specified by the City for each order.

A bid of "0" (zero) will be interpreted by the City as a no-charge (free) item and the City will not expect to pay for that item. A bid of "no bid" or no response (space left blank) will be interpreted by the City that the Offeror does not wish to bid on that item. Be advised, a "no bid" or no response may be considered as non-responsive and may result in disqualification of the bid.

Prices offered on the pricing submittal shall be all inclusive of fees not expressly allowed in the scope of work. The Offeror shall not charge separately for administrative, overhead, per diem, and shipping or transportation costs (travel time, fuel surcharges, mileage, stop-fee, etc.) to deliver services or items to the Austin, Texas area. The Offeror shall be responsible for transporting the batteries cores off City of Austin property and recycle the batteries at the expense of the offeror. The Offeror shall provide all tools, labor, travel, and equipment necessary to perform the services required under this contract.

The City reserves the right to award a single contract based on overall low cost or multiple awards based on individual or categories/groups of specific line items, cost, or any criteria or combination deemed most advantageous to the City

**CATEGORY 1 - Golf Cart Batteries**

| ITEM NO.         | ITEM DESCRIPTION   | UNIT OF MEASURE | ESTIMATED ANNUAL QUANTITY | UNIT PRICE | EXTENDED PRICE                           |
|------------------|--|-----------------|---------------------------|------------|--|
| 1.1              | Trojan DV 8 Volt batteries (including removal/recycling of used battery cores) | Each            | 350                       | \$ 95.36 - | \$ 33,376.00 -                           |
| Centennial GC8VP |  |                 |                           |            | TOTAL FOR CATEGORY 1 = \$ 43,876.00*** - |

\*\*\* Total price includes core charge \$30.00 per battery X 350 = \$10,500.00. See below for price breakdown

| ADDITIONAL DOCUMENTS REQUIRED WITH BID SUBMITTAL   | Check if attached                       |
|--|---|
| Offeror submitted warranty verifying compliance with minimum requirements with their offer | <input checked="" type="checkbox"/>     |
| Offeror submitted evidence of manufacturer is a distributor of Trojan Batteries            | <input type="checkbox"/> Not applicable |

|   |                         |  |
|---|-------------------------|--|
| <b>DELIVERY TERMS:</b> DELIVERY IS TO BE FOB DESTINATION, PREPAID AND ALLOWED   |                         | No charge for delivery. Delivery is via Battery Systems truck. |
| <b>NUMBER OF DAYS AFTER RECEIPT OF ORDER THE OFFEROR SHALL DELIVER THE ITEMS TO THE CITY:</b>                                   |                         | 45 days ARO  |
| <b>DELIVERY METHOD:</b> <input type="checkbox"/> COMMON CARRIER (FedEx,UPS) <input checked="" type="checkbox"/> VENDOR DELIVERY |                         |  |
| <b>COMPANY NAME:</b>  | Battery Systems Inc     |  |
| <b>EMAIL ADDRESS:</b>   | bids@batterysystems.net |  |

\$95.36 x 350 = \$33,376.00 - Unit price x Qty = Extended price  
\$30.00 x 350 = \$10,500.00 - Core Charge x Qty = Total Core Charges  
\$33,376.00 + \$10,500.00 = \$43,876.00 - Extended price + Total Core Charges = Total Bid Price

Cores are invoiced with order and credited when cores are received.



**PRICING SUBMITTAL  
CITY OF AUSTIN  
GOLF CART BATTERIES**

**SOLICITATION NO.:** IFB 8600 MLJ1000

**BUYER:** Marissa Jones

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**CATEGORY 1 - Golf Cart Batteries**

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|------------------------|--|-----------------|---------------------------|------------|----------------|
| 1.1                    | Trojan DV 8 Volt batteries (including removal/recycling of used battery cores) | Each            | 350                       | \$ 142.98  | \$ 50,043.00   |
| TOTAL FOR CATEGORY 1 = |  |                 |                           |            | \$ 50,043.00   |

**ADDITIONAL DOCUMENTS REQUIRED WITH BID SUBMITTAL**

**Check if attached**

Offeror submitted warranty verifying compliance with minimum requirements with their offer



Offeror submitted evidence of manufacturer is a distributor of Trojan Batteries



**DELIVERY TERMS:** DELIVERY IS TO BE FOB DESTINATION, PREPAID AND ALLOWED

**NUMBER OF DAYS AFTER RECEIPT OF ORDER THE OFFEROR SHALL DELIVER THE ITEMS TO THE CITY:**

**DELIVERY METHOD:** ☒ COMMON CARRIER (FedEx, UPS) ☒ VENDOR DELIVERY

**COMPANY NAME:** Concentric- Formerly Southland Battery

**EMAIL ADDRESS:** john.ekedahl@concentricusa.com



**PRICING SUBMITTAL  
CITY OF AUSTIN  
GOLF CART BATTERIES**

**SOLICITATION NO.:** IFB 8600 MLJ1000

**BUYER:** Marissa Jones

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|------------------------|--|-----------------|---------------------------|------------|----------------|
| 1.1                    | Trojan DV 8 Volt batteries (including removal/recycling of used battery cores) | Each            | 350                       | \$ 140.50  | \$ 49,175.00   |
| TOTAL FOR CATEGORY 1 = |  |                 |                           |            | \$ 49,175.00   |

**ADDITIONAL DOCUMENTS REQUIRED WITH BID SUBMITTAL**

**Check if attached**

Offeror submitted warranty verifying compliance with minimum requirements with their offer

☐

Offeror submitted evidence of manufacturer is a distributor of Trojan Batteries

☐

**DELIVERY TERMS:** DELIVERY IS TO BE FOB DESTINATION, PREPAID AND ALLOWED

**NUMBER OF DAYS AFTER RECEIPT OF ORDER THE OFFEROR SHALL DELIVER THE ITEMS TO THE CITY:**

5

**DELIVERY METHOD:** ☐ COMMON CARRIER (FedEx, UPS) ☒ VENDOR DELIVERY

**COMPANY NAME:**

Continental Batteries

**EMAIL ADDRESS:**

rcruz@conbtry.com



Bid Tabulation  
CITY OF AUSTIN  
GOLF CART BATTERIES

SOLICITATION NO.: IFB 8600 MLJ1000

BUYER: Marissa Jones

|                             |                      |                |                         |
|-----------------------------|----------------------|----------------|-------------------------|
| <u>Receipt No.</u>          | 1                    | 2              | 3                       |
| <u>Vendor Name</u>          | Battery Systems INC. | Concentric LLC | Continental Battery CO. |
| <u>MBE/WBE:</u>             |                      |                |                         |
| <u>Local Presence (Y/N)</u> |                      |                |                         |

CATEGORY 1 - GOLF CART BATTERIES

| ITEM NO.               | ITEM DESCRIPTION   | UNIT OF MEASURE | ESTIMATED ANNUAL QUANTITY | UNIT PRICE | EXTENDED PRICE | UNIT PRICE | EXTENDED PRICE | UNIT PRICE | EXTENDED PRICE |
|------------------------|--|-----------------|---------------------------|------------|----------------|------------|----------------|------------|----------------|
| 1.1                    | Trojan DV 8 Volt batteries (including removal/recycling of used battery cores) | Each            | 350                       | **         | **             | *          | *              | \$ 140.50  | \$ 49,175.00   |
| TOTAL FOR CATEGORY 1 = |  |                 |                           |            | **             |            | *              |            | \$ 49,175.00   |

\*Deemed non-responsive - Did not meet requirements of the solicitation.

\*\*Deemed non-responsive - Did not meet specification requirements of the solicitation.

|              |               |
|--------------|---------------|
| Prepared By: | Marissa Jones |
| Award Method | By one total  |