



City of Austin

Purchasing Office

P.O. Box 1088, Austin, TX 78767

December 10, 2021

Recommendation for Award of IFB 6300 PAT1051, Storm Drain Markers and Adhesives

Purchasing staff has completed their evaluation and has recommended award to Almetek Industries, Inc.

Paul Trimble

Paul Trimble
Procurement Specialist II
(512) 974-1714
paul.trimble@austintexas.gov
City of Austin
Purchasing Office

City of Austin Purchasing Office – Log of Offers Received

Solicitation Number: IFB 6300 PAT1051



IFB Disclaimer: The information contained on the following bid sheets are for information only and does not constitute actual award/execution of a contract.



RFP/RFQS Disclaimer: The contents of a proposal shall remain confidential until a contract is awarded. This log of offers is for information purposes only and does not constitute actual award/execution of a contract.

For more information, you may contact the Purchasing Office by:
Phone – 512-974-2500
Email – PurchInfo@austintexas.gov
Physical Address – 124 W. 8th St., Third floor, Austin, TX 78701
Hours of Operation – Monday-Friday 7:45 a.m. to 4:45 p.m.

Vendor Name	Date Received	Type of Response (eResponse / Physical)	No Bid
1. Almetek Industries, Inc.	10/29/2021	Physical	<input type="checkbox"/>
2. Royal Media Network, Inc.	11/8/2021	eResponse	<input type="checkbox"/>
3.			<input type="checkbox"/>
4.			<input type="checkbox"/>
5.			<input type="checkbox"/>
6.			<input type="checkbox"/>
7.			<input type="checkbox"/>
8.			<input type="checkbox"/>



Julia Ramirez

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

CITY OF AUSTIN
BID TABULATION
Storm Drain Markers and Adhesives

Solicitation No.	IFB 6300 PAT1051
RX No.	RQM 6300 21081901093
Opening Date:	11/9/2021
Buyer:	Paul Trimble

Special Instructions: Offerors must use this Price Submittal Sheet to submit pricing.
Be advised altering the Pricing Submittal Sheet, making additions to the Pricing Submittal Sheet or taking exceptions or qualifying statements made to any portion of the solicitations may jeopardize acceptance of the bid and may result in disqualification of the bid.
The City reserves the right to make multiple awards based on individual or groups of specific line items, cost, or any criteria or any combination deemed most advantageous to the City. The Vendor may choose to submit pricing for all items listed on the bid sheet or only specific items on the bid sheet in consideration of this solicitation.
Prices being submitted shall include ALL discounts, handling and shipping charges, FOB Destination.
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.
The quantities noted below are annual estimates and not a guarantee of actual volume. The City does not guarantee the purchase of the quantities listed. Quantities are provided as a guide based on historical usage. Actual purchases may be more or less.
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.

Receipt No.		1	2
Vendor Name		Almetek Industries, Inc.	Royal Media Network, Inc.
Local Presence (Y/N)			
MBE/WBE			

CATEGORY 1 - STORM DRAIN MARKERS AND ADHESIVES

ITEM NO.	ITEM DESCRIPTION	ESTIMATED QUANTITY	UNIT OF MEASURE	UNIT PRICE	EXTENDED PRICE	UNIT PRICE	EXTENDED PRICE
1.1	Storm drain marker, stainless steel, blue, no center hole, embossed, "No Dumping Drains to Creek" in English, with frog, sunfish, or salamander. Almetek part no. SDS4R0303, SDS4R0308, and SDS4R0310 or City approved equal. Item bid: _____	2,500	Each	\$6.02	\$15,050.00	\$7.17	\$17,925.00
1.2	Storm drain marker, stainless steel, blue, no center hole, embossed, "No Desechar Desagua En El Riachuelo" in Spanish, with frog, sunfish, or salamander. Almetek part no. SDS4R0303, SDS4R0308, and SDS4R0310 or City approved equal. Item bid: _____	150	Each	\$6.02	\$903.00	\$7.58	\$1,137.00
1.3	Pressure sensitive adhesive 4" circle, powered edges. Almetek part no. AAD4 Awesome Adhesive or City approved equal. Item bid: _____	3,000	Each	\$1.24	\$3,720.00	\$1.48	\$4,440.00
1.4	Die Charge for custom drain marker	1	Each		\$0.00	\$505.96	\$505.96
TOTAL SOLICITATION OFFER				\$19,673.00		\$24,007.96	

CATEGORY 2-ADDITIONAL PRODUCTS

(PRICING FOR THIS SECTION WILL NOT BE USED TO DETERMINE AWARD)

The City may wish an Offeror provide additional products as they relate to this contract. In order to be paid for these additional products, provide manufacturers name and catalog numbers for the additional products you can provide the City. Indicate the minimum percentage discount or maximum markup to costs you can provide the City for these products. The percentage discount or markup listed shall be fixed through the term of the Contract.
This information will not be used in the evaluation of the Offer but is for informational purposes only and there is no guarantee of purchase.

ITEM NO.	DESCRIPTION	% DISCOUNT OFF OF PRICE LIST	% DISCOUNT OFF OF PRICE LIST
2.1	Percentage discount off catalogue/price list of other items: Indicate the discount from manufacturer's suggested retail price (MSRP) Catalog Number: _____		

Note:	
Award Method	By One Total
Prepared by:	Julie Ramirez
Approved by:	Paul Trimble
	Yellow notates award



Solicitation PRICING SUBMITTAL SHEET

IFB 6300 PAT1050
Storm Drain Markers and
Adhesives

SOLICITATION NO. IFB 6300 PAT1051

PROCUREMENT
SPECIALIST Paul Trimble

Special Instructions: Offerors must use this Price Submittal Sheet to submit pricing.

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1.2	Storm drain marker, stainless steel, blue, no center hole, embossed, "No Desechar Desagua En El Riachuelo" in Spanish, with frog, sunfish, or salamander. Almetek part no. SDS4R0303, SDS4R0308, and SDS4R0310 or City approved equal. Item bid: <u>SDM-10937-SSP</u>	150	Each	\$6.02	\$903.
1.3	Pressure sensitive adhesive 4" circle, powered edges. Almetek part no. AAD4 Awesome Adhesive or City approved equal. Item bid: <u>AAD4</u>	3,000	Each	\$1.24	\$3,720.
1.4	Die Charge for custom drain marker	10	Each		0

stainless steel pricing subject to change at any time due to market volatility Freight prepaid added to invoice *

TOTAL SOLICITATION OFFER 19,673.00

CATEGORY 2-ADDITIONAL PRODUCTS

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Trimble, Paul

From: Kristi Serio <kserio@almetek.com>
Sent: Monday, November 22, 2021 8:59 AM
To: Trimble, Paul
Subject: RE: City of Austin Offer

Good Morning Paul,

Management has decided to withdraw the additional verbiage that was added, feel free to reach out with any questions.

Thank you,



Kristi Serio

CSR Sales Support
Almetek Industries, Inc.
PH: 908-850-9700 x 146
Toll Free: 800-248-2080
FX: 908-850-9618

[Almetek Industries, Inc. – Safety and Identification Products for Every Industry](#)

From: Trimble, Paul <Paul.Trimble@austintexas.gov>
Sent: Friday, November 19, 2021 11:01 AM
To: Kristi Serio <kserio@almetek.com>
Subject: RE: City of Austin Offer

Good Morning Kristi,

Thank you for replying to my earlier message and requesting to submit a new bid.

Unfortunately, because this is a formal solicitation and an Invitation for Bids (IFB) we are not allowed to accept any Offers/Bids after the solicitation close date of 11/09/2021.


You currently have (2) options:

1. You may withdraw the additional language that was added to the Pricing Submittal Sheet.
2. You may withdraw your Offer.

If you do not withdraw the additional language on the pricing submittal sheet, your Offer will be deemed Non-Responsive and will not be eligible for award.

Please reply to this message within (2) business days and let us know how you would like to proceed.

Feel free to contact me with any questions or problems

	<div>Solicitation</div> <div>PRICING SUBMITTAL SHEET</div>				IFB 6300 PAT1050 Storm Drain Markers and Adhesives
SOLICITATION NO.	IFB 6300 PAT1051				
PROCUREMENT SPECIALIST	Paul Trimble				
<div>Special Instructions: Offerors must use this Price Submittal Sheet to submit pricing.</div> <div>Be advised altering the Pricing Submittal Sheet, making additions to the Pricing Submittal Sheet or taking exceptions or qualifying statements made to any portion of the solicitations may jeopardize acceptance of the bid and may result in disqualification of the bid.</div> <div>The City reserves the right to make multiple awards based on individual or groups of specific line items, cost, or any criteria or any combination deemed most advantageous to the City. The Vendor may choose to submit pricing for all items listed on the bid sheet or only specific items on the bid sheet in consideration of this solicitation.</div> <div>Prices being submitted shall include ALL discounts, handling and shipping charges, FOB Destination.</div> <div>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.</div> <div>The quantities noted below are annual estimates and not a guarantee of actual volume. The City does not guarantee the purchase of the quantities listed. Quantities are provided as a guide based on historical usage. Actual purchases may be more or less.</div> <div>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.</div>					
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