

ORDINANCE 2021 - 01 - 21 - 0020

**APPROVING THE FOLLOWING CONTRACTS ESTABLISHING UNIT PRICES FOR GOODS AND SERVICES FOR AN ESTIMATED ANNUAL COST OF \$52,000.00, INCLUDED IN THE RESPECTIVE DEPARTMENT'S FY 2021 ADOPTED BUDGET: (A) AMERICAN SALES & SERVICE, INC., FOR CAR WASH, VACUUM, AND WATER RECOVERY PARTS AND SERVICE; AND (B) US EXECUTIVE LLC FOR AERIAL PHOTOGRAPHY FOR THE SAN ANTONIO AIRPORT SYSTEM.**

\* \* \* \* \*

**WHEREAS**, the City is able to obtain significant savings by purchasing various materials and services on an annual contract basis; and

**WHEREAS**, this ordinance approves low bid contracts with: (A) American Sales & Service, Inc., for car wash, vacuum, and water recovery parts and service; and (B) US Executive LLC for aerial photography for the San Antonio Airport System; and

**WHEREAS**, all expenditures will be in accordance with the applicable fiscal year's budget approved by City Council; **NOW THEREFORE:**

**BE IT ORDAINED BY THE CITY COUNCIL OF THE CITY OF SAN ANTONIO:**


**SECTION 1.** The following bids to furnish the City with goods and services on an annual basis as shown on the attached bid tabulation sheets are hereby accepted, subject to and contingent upon the deposit of all required bonds, performance deposits, insurance certificates and endorsements: (A) American Sales & Service, Inc., for car wash, vacuum, and water recovery parts and service; and (B) US Executive LLC for aerial photography for the San Antonio Airport System. The bid tabulation sheets are attached hereto and incorporated herein for all purposes as **Exhibit I**. Copies of the bids are available for inspection in the offices of the Purchasing Division of the Finance Department.

**SECTION 2.** Funds will be encumbered upon issuance of purchase orders, and payment is authorized to the vendors identified herein. All expenditures will be in accordance with the Fiscal Year 2021 budget, and such other appropriations necessary to fund the contracts through their terms as evidenced by subsequent ordinances.

**SECTION 3.** This ordinance is effective immediately upon passage by eight affirmative votes; otherwise it is effective on the tenth day after passage.

LC  
01/21/21  
Item No. 6

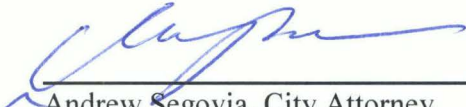
**PASSED and APPROVED** this 21<sup>st</sup> day of January, 2021.

  
**M A Y O R**  
Ron Nirenberg

**ATTEST:**

  
\_\_\_\_\_  
Tina J. Flores, City Clerk

**APPROVED AS TO FORM:**

  
\_\_\_\_\_  
Andrew Segovia, City Attorney



# City of San Antonio

## City Council

January 21, 2021

**Item: 6**

**Enactment Number:**

**File Number: 20-7352**

**2021-01-21-0020**

Ordinance approving the following contracts establishing unit prices for goods and services for an estimated annual cost of \$52,000.00, included in the respective department's FY 2021 Adopted Budget:

(A) American Sales & Service, Inc., for car wash, vacuum, and water recovery parts and service; and

(B) US Executive LLC for aerial photography for the San Antonio Airport System.

[Ben Gorzell, Chief Financial Officer; Troy Elliott, Deputy Chief Financial Officer, Finance]

Councilmember Roberto C. Treviño made a motion to approve. Councilmember Melissa Cabello Havrda seconded the motion. The motion passed by the following vote:

**Aye:** 11 Nirenberg, Treviño, Andrews-Sullivan, Viagran, Rocha Garcia, Gonzales, Cabello Havrda, Sandoval, Pelaez, Courage and Perry

LC  
01/21/21  
Item No. 6

# Exhibit I

Opened: October 9, 2020		LOCAL		LOCAL	
For: Annual Contract for Car Wash, Vacuum & Water Recovery Parts and Service		American Sales & Service, Inc		Rider Wash Systems	
6100013264		5515 Dietrich Rd		803 Jerry Dr	
		San Antonio, TX 78219		San Antonio, TX 78201	
Item	Description	Estimated Annual Usage	HH	210	
<b>1A</b>	<b>Preventative Maintenance - Automatic Car Washes</b>				
1	Public Safety HQ			\$75.00	\$200.00
2	Southeast Service Center			\$75.00	\$200.00
3	Patrol East			\$75.00	\$200.00
4	Patrol South			\$75.00	\$200.00
5	Patrol Northwest			\$50.00	\$200.00
6	Southwest Service Center			\$75.00	\$200.00
7	Northwest Service Center			\$75.00	\$200.00
<b>1B</b>	<b>Vehicle Washing Detergent (1)</b>				
1	Public Safety HQ Estimated Annual Usage (Gallons) Manufacturer/Soap Name Offered	1320		QR-30 Wash Soap	Blendco Systems, Superblend Detergent
	Price Each 55-Gallon Drum			\$148.50/drum, \$2.70 per gallon \$3,564.00	169.95, \$3.09/Gal \$4,078.80
2	Patrol East Estimated Annual Usage (Gallons) Manufacturer Soap Name Offered	1320		QR-30 Wash Soap	Blendco Systems, Superblend Detergent
	Price Each 55-Gallon Drum			\$148.50/drum, \$2.70 per gallon \$3,564.00	169.95, \$3.09/Gal \$4,078.80
3	Patrol South Estimated Annual Usage (Gallons) Manufacturer Soap Name	1320		QR-30 Wash Soap	Blendco Systems, Superblend Detergent
	Price Each 55-Gallon Drum			\$148.50/drum, \$2.70 per gallon \$3,564.00	169.95, \$3.09/Gal \$4,078.80
4	Patrol Northwest Estimated Annual Usage (Gallons) Manufacturer Soap Name	1320		QR-30 Wash Soap	Blendco Systems, Superblend Detergent
	Price Each 55-Gallon Drum			\$148.50/drum, \$2.70 per gallon \$3,564.00	169.95, \$3.09/Gal \$4,078.80
5	Southwest Service Center Estimated Annual Usage (Gallons) Manufacturer Soap Name Offered	7000		QR-30 Wash Soap	Blendco Systems, Superblend Detergent
	Price Each 55-Gallon Drum			\$148.50/drum, \$2.70 per gallon \$18,900.00	169.95, \$3.09/Gal \$21,630.00
6	Northwest Service Center Estimated Annual Usage (Gallons) Manufacturer Soap Name	7000		QR-30 Wash Soap	Blendco Systems, Superblend Detergent
	Price Each 55-Gallon Drum			\$148.50/drum, \$2.70 per gallon \$18,900.00	169.95, \$3.09/Gal \$21,630.00
7	Southeast Service Center Estimated Annual Usage (Gallons) Manufacturer Soap Name	7000		QR-30 Wash Soap	Blendco Systems, Superblend Detergent
	Price Each 55-Gallon Drum			\$148.50/drum, \$2.70 per gallon	169.95, \$3.09/Gal
<b>3</b>	<b>Parts for N/S Sys-CTV-100 Wash Equipment</b>				
3A	Parts Discount				
a	Percent of Discount Offered			0%	0%
b	Products Identification (Manufacturer)			N/S Corporation	NS Corporation
c	Type of Price Schedule			List	Distributor
d	Price Schedule Number			N/A	3721
e	Date of Price Schedule			10/2020	Oct 6, 2020
f	Price Schedule Column on Which Discount is Based			N/A	Net
g	Warranty			Manufacturer Warranty	1 Year

City of San Antonio Bid Tabulation

Opened: October 9, 2020		LOCAL		LOCAL
For: Annual Contract for Car Wash, Vacuum & Water Recovery Parts and Service		American Sales & Service, Inc		Rider Wash Systems
6100013264		HH	5515 Dietrich Rd	803 Jerry Dr
Item	Description	Estimated Annual Usage	San Antonio, TX 78219 210 392-8393	San Antonio, TX 78201
<b>4</b>	<b>Parts for N/S Eco 5-FR Five Touch Wash Equipment</b>			
4A	Parts Discount			
a	Percent of Discount Offered		0%	0%
b	Products Identification (Manufacturer)		N/S Corporation	NS Corporation
c	Type of Price Schedule		List	Distributor
d	Price Schedule Number		N/A	3721
e	Date of Price Schedule		10/2020	Oct 6, 2020
f	Price Schedule Column on Which Discount is Based		N/A	Distributor
g	Warranty		Manufacturer	1 Year
			Warranty	
<b>5</b>	<b>Parts for Spencer SC-410 Vacuum System</b>			
5A	Parts Discount			
a	Percent of Discount Offered		0%	0%
b	Products Identification (Manufacturer)		Spencer	Spencer Corp
c	Type of Price Schedule		List	Distributor
d	Price Schedule Number		N/A	3721
e	Date of Price Schedule		10/2020	Oct 6, 2020
f	Price Schedule Column on Which Discount is Based		N/A	Distributor
g	Warranty		Manufacturer	1 Year
			Warranty	
<b>6</b>	<b>Parts for JE Adams Silver Touch 8500 Vacuum Cleaner</b>			
6A	Parts Discount			
a	Percent of Discount Offered		0%	0%
b	Products Identification (Manufacturer)		Dultmeier	JE Adams
c	Type of Price Schedule		List	Distributor
d	Price Schedule Number		N/A	3721
e	Date of Price Schedule		10/2020	Oct 6, 2020
f	Price Schedule Column on Which Discount is Based		N/A	Net
g	Warranty		Manufacturer	1 Year
			Warranty	
<b>7</b>	<b>Parts for D&amp;S Flat Top Vacuum System</b>			
7A	Parts Discount			
a	Percent of Discount Offered		0%	0%
b	Products Identification (Manufacturer)		Dultmeier	D&S Manufacturing
c	Type of Price Schedule		List	Distributor
d	Price Schedule Number		N/A	3721
e	Date of Price Schedule		10/2020	Oct 6, 2020
f	Price Schedule Column on Which Discount is Based		N/A	Net
g	Warranty		Manufacturer	1 Year
			Warranty	
<b>8</b>	<b>LRC Water Recovery System Parts</b>			
	Percent of Discount Offered		0%	0%
	Products Identification (Manufacturer)		N/S Corporation	NS Corporation
	Type of Price Schedule		List	Distributor
	Price Schedule Number		N/A	3721
	Date of Price Schedule		10/2020	Oct 6, 2020
	Price Schedule Column on Which Discount is Based		N/A	Net
	Warranty		Manufacturer	1 Year
			Warranty	
<b>9</b>	<b>Parts for Manual Car Washes</b>			
	Percent of Discount Offered		0%	0%
	Products Identification (Manufacturer)		Dultmeier	Misc
	Type of Price Schedule		List	Distributor
	Price Schedule Number		N/A	3721
	Date of Price Schedule		10/2020	Oct 6, 2020
	Price Schedule Column on Which Discount is Based		N/A	Net
	Warranty		Manufacturer	1 Year
			Warranty	
<b>10</b>	<b>Labor and Service</b>			
a	Labor and Service Rate, per hour		\$75.00	\$100.00
b	Expedited/Overtime Labor and Service Rate, per hour		\$75.00	\$150.00
	Prompt Pay Discount		Net 30	Net 30
	Estimated Annual Total		\$41,000.00	
	<b>Estimated Annual Award</b>		<b>\$41,000.00</b>	

(1) Adjusted for evaluation purposes

City of San Antonio  
Bid Tabulation

Opened: October 23, 2020 For: Annual Contract for Aerial Photography for San Antonio Airport Systems 6100013324			Non-Local	Non-Local	Non-Local	Local	Non-Local	Local
MAB			US Executive LLC	Aerial Data Service, Inc.	Air Data Solutions LLC	Injoy Media	Transglobal Services LLC	United Geo Technologies LLC
Item	Description	Estimated Annual Quantity	401 E. Jackson St. Ste 2340-D Tampa, FL 33602 (877) 290-3153	2448 E. 81st Street, Ste. 5000 Tulsa, OK 74137	351 Pasiano Drive George West, TX 78022	9714 Mid Walk Drive San Antonio, TX 78230	1100 Macon Stree Fort Worth, TX 76102	7715 Mainland, Suite 110 San Antonio, TX 78250
1	Aerial Photography for San Antonio International Airport 53"x42"							
	1a: Flight Master Print	1						
	Unit Price:		\$2,695.00	\$4,945.00	\$290.00	No Bid	\$6,990.00	\$6,695.00
	Extended Price		\$2,695.00	\$4,945.00	\$290.00		\$6,990.00	\$6,695.00
	1b: Add'l Color Prints	15						
	Unit Price:		\$225.00	\$200.00	\$275.00	No Bid	\$100.00	\$175.00
	Extended Price		\$3,375.00	\$3,000.00	\$4,125.00		\$1,500.00	\$2,625.00
	1c: Digital Copy	1						
	Unit Price:		\$0.00	\$5.00	\$2,359.13	No Bid	\$0.00	\$0.00
	Extended Price		\$0.00	\$5.00	\$2,359.13		\$0.00	\$0.00
2	Aerial Photography for Stinson Municipal Airport 38"x38"							
	2a: Flight Master Print	1						
	Unit Price:		\$2,595.00	\$2,950.00	\$280.00	No Bid	\$4,870.00	\$4,855.00
	Extended Price		\$2,595.00	\$2,950.00	\$280.00		\$4,870.00	\$4,855.00
	2b: Add'l Color Prints	10						
	Unit Price:		\$150.00	\$160.00	\$270.00	No Bid	\$100.00	\$150.00
	Extended Price		\$1,500.00	\$1,600.00	\$2,700.00		\$1,000.00	\$1,500.00
	2c: Digital Copy	1						
	Unit Price:		\$0.00	\$5.00	\$1,852.87	No Bid	\$0.00	\$0.00
	Extended Price		\$0.00	\$5.00	\$1,852.87		\$0.00	\$0.00
	Sub-Total		\$10,165.00	\$12,505.00	\$11,607.00	No Bid	\$14,360.00	\$15,675.00
	Prompt Payment Discount		\$0.00	\$250.10	\$1,160.70		\$0.00	\$627.00
	Sub-Total with Prompt Payment Discount		\$10,165.00	\$12,254.90	\$10,446.30		\$14,360.00	\$15,048.00
	Percentage between lowest responsive bid and local bid:							48.04%
	Price differential							\$4,883.00
	Payment Terms		Net 30	2% 15 Days	10% 15 Days		Net 30	4%. 15 days
	Estimated Annual Total		\$10,165.00	\$12,254.90	\$10,446.30	No Bid	\$14,360.00	\$15,048.00
	<b>Estimated Annual Award</b>		<b>\$10,165.00</b>					