



City of San Antonio Contract Summary Sheet

Date: 12/19/13
Agenda Item: 13-1159

Name/Title (Caption as shown on agenda): Electrolyte Replacement Drink 6100002919 VF	
Brief Description of Item(s) and Use: This contract will provide various City departments with the purchase and delivery of electrolyte replacement drink in both ready-to-drink and powder varieties. This drink will be utilized by City employees to help maintain correct electrolyte balance while working in hot and/or humid conditions or when manual labor produces loss of electrolytes. The powder mix (electrolyte replacement drink) is utilized by the Public Works, Solid Waste and BES Departments. The bottled electrolyte replacement drink is utilized by the Fire Department and approved by the Tool & Equipment committee for both the SAFD firefighters and EMS Paramedics.	
Total \$:	\$66,000.00 annually
Contract Period:	Upon award through September 30, 2015 with a one year renewal option
Method of Procurement:	Competitive (11 bidders notified – 7 bids received)
Price Trend:	12.5% decrease due to approving alternate brand for ready-to-drink
Contract Info:	Formal ___ Annual <u>X</u> Support/Maintenance ___ Lease ___
Recommended Contractor(s):	Sunbelt Mill Supply, 7715 Grissom Rd., San Antonio, TX 78251, Lines 1 – 7 (SEBDA-SBE), (LOCAL) Supply Innovations Co., Inc., 200 Chihuahua St., San Antonio, TX 78207, Lines 8-10 (SBEDA- ESBE, SBE, WBE), (LOCAL)
Previous Contractor(s):	Alamo Distribution, LLC dba Alamo Iron Works, 943 AT&T Center Pkwy., San Antonio, TX 78219, \$214,000 annually, Upon award – 6/30/2011 with 2, 1-year renewal options. Safety Supply, 11827 Tech Com Rd #114, San Antonio, TX 78233, \$6,894.00 annually, Upon award – 7/31/2013 with 1, 1-year renewal option.
Comments:	N/A
Anticipated Future Requirements and Action:	N/A
Procurement Alternative:	Should this contract not be approved, using departments would be required to purchase electrolyte replacement drinks as their individual needs arise. However, aggregating demands by establishing a requirements contract will result in lower, fixed prices for an extended period of time.
Using Department (s):	Citywide