



# REPORT TO COUNCIL

## City of Sacramento

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915 I Street, Sacramento, CA 95814-2604  
www.CityofSacramento.org

Consent  
October 26, 2010

Honorable Mayor and  
Members of the City Council

**Title:** Agreement: Purchase of Nitrile Gloves

**Location/Council District:** Citywide

**Recommendation:** Adopt a **Resolution:** 1) rejecting all bids submitted under Bid No. B112554001 for the purchase of nitrile gloves; 2) awarding a one-year contract, with the option of 2 one-year extensions, to Life-Assist, Inc., the lowest responsible and responsive bidder as a result of Bid No. B112554005, for the purchase of nitrile gloves in a total amount not to exceed \$140,000, and 3) authorizing the City Manager or his designee to execute any and all extensions(s).

**Contact:** Joseph A. D. Jackson, Assistant Chief, 808-2250

**Presenters:** N/A

**Department:** Fire

**Division:** Emergency Medical Services

**Organization No:** 12001441

### Description/Analysis

**Issue:** The Fire Department has ongoing requirements to purchase protective gloves for Emergency Medical Response personnel. The nitrile gloves are standard exam, single use, ambidextrous, powder-free, and hypo-allergenic. The gloves are used by personnel to provide their hands with a barrier against exposure to a patient's bodily fluids.

In July 2010, the Fire Department issued and advertised Bid No. B112554001 for the purchase of nitrile gloves. After the bid due date but prior to bid award, it was determined the technical specifications for the gloves within the bid were not strong enough for current use in the field.

The technical specifications were updated, and in September 2010 the revised bid (B112554005) was issued and advertised. A total of 11 bids were received for the purchase of nitrile gloves, staff evaluated and ranked the bids based on pricing first,

then evaluated the samples to ensure the bidder met the technical specifications for the gloves. The first five (5) bidders were considered non-responsive because the bids and samples submitted did not meet the specifications. The lowest responsible and responsive bidder that met specifications was Life-Assist. Staff recommends that City Council rejects all bids submitted for Bid No. B112554001, and award a one-year contract, with the option of 2 one-year extensions, to Life-Assist, Inc., in an amount not to exceed of \$140,000, as a result of Bid No. B112554005.

**Policy Considerations:** The recommendations in this report are consistent with requirements for competitive bidding as detailed in Chapter 3.56 of the City Code for the purchase of supplies.

As well, the recommendations are in accordance with Sacramento City Council Resolution No. 2010-346, Life-Assist is headquartered in the state of California. The proposed contract award is consistent with Resolution 2010-346 prohibiting the City from entering into any contract to purchase goods or services from any business or entity headquartered in Arizona.

**Environmental Considerations:**

**California Environmental Quality Act (CEQA):** This report concerns administrative activities that will not have a significant effect on the environment, and does not constitute a "project" as defined by the California Environmental Quality Act (CEQA). [CEQA Guidelines, Sections 15061(b)(2), 15378(b)(2)].

**Sustainability Considerations:** There are no sustainability considerations applicable to awarding the contract for the purchase of the nitrile gloves.

**Commission/Committee Action:** None

**Rationale for Recommendation:** The Fire Department has a responsibility to provide equipment such as protective gloves for emergency medical personnel. In July 2010, an Invitation for Bid (B112554001) for the purchase of nitrile gloves was issued and advertised. After the bid due date but prior to bid award, it was determined the technical specifications within the bid were not strong enough for current use in the field. The technical specifications were updated and in September 2010, a revised Invitation for Bid (B112554005) for the purchase of nitrile gloves was issued and advertised. A total of 11 bids were received for the purchase of nitrile gloves, staff evaluated and ranked the bids based on pricing first, then evaluated the samples to ensure the bidder met the technical specifications for the gloves. The first five (5) bidders were considered non-responsive because the bids and samples submitted did not meet the specifications. Life-Assist was the lowest responsible and responsive bidder. The prices submitted by the bidders are set forth in Attachment 1. Therefore, staff recommends to reject all bids submitted for Bid No. B112554001 and award under Bid No. B112554005, a one-year contract with 2 one-year renewal options for the purchase of nitrile gloves, in a total amount not to exceed \$140,000 including the first year and all extensions to the lowest responsible and responsive bidder, Life-Assist. The recommended bidder meets all bid specifications.

**Financial Considerations:** Sufficient funds are available in the Fire Department's operating budget for the purchase of nitrile gloves. Purchases for additional quantities made under the 2 one-year renewal options will be subject to the approved and available budget at the time of purchase.

The amount not to exceed of the contract for the first year is \$50,000, and a total amount not to exceed for the total possible three (3) years of the contract is \$140,000.

**Emerging Small Business Development (ESBD):** Life-Assist is not certified as an Emerging/Small Business Enterprise (ESBE).

Respectfully Submitted by: Joseph A. D. Jackson  
Joseph A. D. Jackson  
Assistant Chief

Approved by: Ray S. Jones  
Ray S. Jones  
Fire Chief

Recommendation Approved:

Cassandra H. B. Jennings  
for Gus Vina  
Interim City Manager

APPROVED AS TO FORM:  
M. Wang  
CITY ATTORNEY

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**BID RESULTS**

**BID NO. B112554005 – Purchase of Nitrile Gloves**

	Year 1	Year 2	Year 3	Bid Total	5% E/SBE Preference	Prompt Payment Discount	1% City Sales Tax Deduction	Evaluation Total
P&R Paper Supply Co*	\$28,253.26	\$30,513.51	\$32,954.58	\$91,721.35	<0>	<0>	<0>	<b>\$91,721.35</b>
Empire Safety & Supply*	\$35,822.25	\$37,613.36	\$39,494.03	\$112,929.64	<\$5,192.17>	<0>	<0>	<b>\$107,737.48</b>
Mallory Fire*	\$37,845.00	\$39,737.25	\$41,724.11	\$119,306.36	<0>	<0>	<0>	<b>\$119,306.36</b>
S&S Enterprises*	\$39,672.00	\$42,845.76	46,273.42	\$128,791.18	<\$5,921.43>	0	0	<b>\$122,869.75</b>
ERC Contracting*	\$42,086.25	\$42,927.98	\$43,786.53	\$128,806.76	<\$5,921.87>	<0>	<0>	<b>\$122,878.89</b>
Life-Assist (Bid winner)	\$44,565.76	\$45,902.73	\$47,279.79	\$137,748.28	<0>	<0>	<0>	<b>\$137,748.28</b>
BoundTree Medical	\$44,892.00	\$47,136.60	\$49,493.43	\$141,522.03	<0>	<\$2,602.70>	<0>	<b>\$138,919.33</b>
Airgas NCN	\$49,785.75	\$50,781.47	\$51,797.09	\$152,364.31	<0>	<0>	<\$1,401.05>	<b>\$150,963.26</b>
Fisher Scientific	\$50,895.00	\$53,439.75	\$56,111.74	\$160,446.49	<0>	<0>	<0>	<b>\$160,446.49</b>
Univar USA	\$61,552.50	\$64,630.12	\$71,093.14	\$197,275.76	<0>	<0>	<\$1,814.03>	<b>\$195,461.73</b>
Myers Tire Supply	\$78,691.50	\$82,626.08	\$86,757.37	\$248,074.95	<0>	<0>	<0>	<b>\$248,074.95</b>



**Recommend Award of Contract To:**

Life-Assist, Inc.  
11277 Sunrise Park Drive  
Rancho Cordova, CA 95742  
Contact: Cherise Akers  
(916) 635-3822

**Total Amount of Award: \$140,000.00**

**Total Bid Amount: \$137,748.28**

\* Vendors considered non-responsive because the nitrile gloves submitted did not meet the specifications listed in the Invitation for Bid (IFB).



### Background

The Fire Department has an ongoing requirement to purchase nitrile gloves for use by the Emergency Medical Response personnel.

In July 2010, the Fire Department issued and advertised Bid No. B112554001 for the purchase of nitrile gloves. After the bid due date but prior to bid award, it was determined the technical specifications for the gloves within the bid were not strong enough for current use in the field.

The technical specifications were updated, and in September 2010, Bid No. B1125540045 for the purchase of nitrile gloves was issued and advertised. Eleven (11) vendors submitted bids. During bid evaluation, it was determined that the bids from the following lowest bidders, were rejected as non-responsive.

- 1) P&R Paper Supply was determined non-responsive because vendor did not provide samples along with bid.
- 2) Empire Safety and Supply was determined non-responsive because vendor did not meet technical specifications. The gloves were below the minimum values as listed in Invitation For Bid (IFB) for these categories: fingertip thickness, palm thickness, cuff thickness, tensile strength before and after aging.
- 3) Mallory Fire was determined non-responsive because vendor did not meet technical specifications. Bid on the same gloves (same manufacturer and model number) as Empire Safety and Supply. Vendor also did not provide specifications of gloves.
- 4) S&S Enterprises was determined non-responsive because vendor did not provide specifications of gloves in regards to the following: thickness, tensile strength, elongation, length, and width. Vendor did not provide labels for the sample gloves and did not provide sample gloves within a dispenser box. Because of this, staff is unsure if bidder provided sample gloves for each size. In the specifications the bidder did provide mentioned gloves will come in 50/box; the specification in the IFB asks for 100/box.
- 5) ERC Contracting was determined non-responsive because vendor did not meet technical specifications. Gloves were below the minimum values as listed in the IFB for the following category: fingertip thickness. Vendor did not provide specification of gloves in regards to the following: cuff thickness.

Life-Assist was determined as the lowest responsible and responsive bidder based on bid of Microflex Supreno SE. The manufacturer of this nitrile glove provided a certificate of analysis for the Supreno SE gloves prior to bid evaluation that shows this glove does in fact meet or exceed the minimum values for tensile strength before and after aging, and elongation before and after aging.

Therefore, staff recommends an award be made under Bid No. B112554005 to the lowest responsible and responsive bidder, Life-Assist, for a one-year contract for the purchase of nitrile gloves per Attachment 1 in a total amount not to exceed \$140,000. The recommended supplier meets all bid specifications.



## **RESOLUTION NO.**

Adopted by the Sacramento City Council

### **Agreement: Purchase of Nitrile Gloves**

#### **BACKGROUND**

- A. The Fire Department has an ongoing requirement to purchase nitrile gloves for use by the Emergency Medical Response personnel.
- B. In July 2010, the Fire Department issued and advertised Bid No. B112554001 for the purchase of nitrile gloves. After the bid due date but prior to bid award, it was determined the technical specifications for the gloves within the bid were not strong enough for current use in the field.
- C. The technical specifications were updated, and in September 2010, Bid No. B112554005 was issued and advertised for the purchase of nitrile gloves. Eleven (11) vendors submitted bids. Life-Assist was selected as the lowest responsible and responsive bidder. The recommended vendor meets all bid specifications.
- D. Staff recommends that all bids submitted for Bid No. B112554001 be rejected, and under Bid No. B112554005, that a one-year contract, with the option of 2 one-year extensions, be awarded to Life-Assist, Inc., 11277 Sunrise Park Drive, Rancho Cordova, CA 95742, for the purchase of nitrile gloves in a total amount not to exceed \$140,000 including the first year and all extensions.

#### **BASED ON THE FACTS SET FORTH IN THE BACKGROUND, THE CITY COUNCIL RESOLVES AS FOLLOWS:**

- Section 1. All bids submitted for Bid No. B112554001 for the purchase of nitrile gloves are rejected.
- Section 2. Life-Assist, under Bid No. B112554005, is awarded a one year contract, with 2 one-year renewal extension options for the purchase of nitrile gloves in a total amount not to exceed \$140,000.
- Section 3. The City Manager may authorize the 2 one-year renewal options for remaining purchase quantities provided that sufficient funds are available in the budget adopted for the applicable fiscal year(s).