

AN ORDINANCE 2013 - 09 - 19 - 0641

**AUTHORIZING THE FOLLOWING CONTRACTS ESTABLISHING UNIT PRICES FOR GOODS AND SERVICES FOR AN ESTIMATED ANNUAL COST OF \$1,789,000.00: (A) SOUTHWEST PUBLIC SAFETY FOR POLICE VEHICLE GRAPHIC KITS, EMERGENCY EQUIPMENT PARTS, AND INSTALL, REMOVAL, AND REPAIR OF EQUIPMENT AND (B) SAT RADIO COMMUNICATIONS, LTD D/B/A INDUSTRIAL COMMUNICATIONS FOR FIRE EMERGENCY EQUIPMENT PARTS.**

\* \* \* \* \*

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

**WHEREAS**, these bids are from the following companies to furnish the City with (A) Southwest Public Safety for police vehicle graphic kits, emergency equipment parts, and install, removal, and repair of equipment and (B) SAT Radio Communications, Ltd d/b/a Industrial Communications for fire emergency equipment parts; and

**WHEREAS**, this ordinance approves 1 low bid contract, and 1 contract awarded to other than the low bidder because the low bidder did not meet the City's specifications or requirements; 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 bids from the following companies to furnish the City with: (A) Southwest Public Safety for police vehicle graphic kits, emergency equipment parts, and install, removal, and repair of equipment and (B) SAT Radio Communications, Ltd d/b/a Industrial Communications for fire emergency equipment parts on an annual contract 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. 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 & General Services Division of the Finance Department.

**SECTION 2.** It has been found and declared that the low bids from SAT Radio Communications, Ltd. d/b/a Industrial Communications and Kasper Ranch Hand Equipment, LP failed to meet the City's specifications and/or requirements for police vehicle graphic kits, emergency equipment parts, and install, removal, and repair of equipment.

**SECTION 3.** The amounts will be encumbered upon issuance of various purchase orders, and payment is authorized to the vendors identified herein. All current fiscal year expenditures will

be in accordance with the Fiscal Year 2013 budget approved by City Council, and future fiscal year expenditures are contingent upon future City Council budget approvals.

**SECTION 4.** This ordinance is effective immediately upon passage by eight affirmative votes; otherwise it is effective on the tenth day after passage hereof.

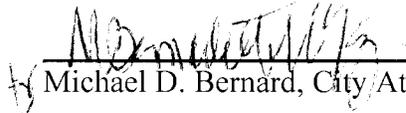
**PASSED and APPROVED** this 19<sup>th</sup> day of September, 2013.

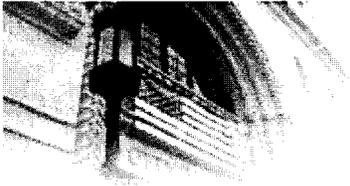
  
M A Y O R  
Julián Castro

**ATTEST:**

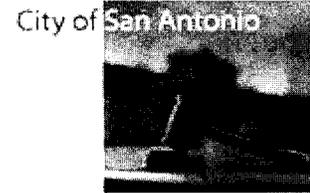
**APPROVED AS TO FORM:**

  
\_\_\_\_\_  
Leticia M. Vacek, City Clerk

  
\_\_\_\_\_  
Michael D. Bernard, City Attorney



Request for  
**COUNCIL**  
ACTION



## Agenda Voting Results - 4

<b>Name:</b>	4, 5, 6, 7, 8, 9, 10A, 10B, 11, 12, 14A, 14B, 15, 16, 17, 18, 19, 20, 21, 22A, 22B, 23A, 23B, 23C, 23D, 24A, 24B, 24C, 24D						
<b>Date:</b>	09/19/2013						
<b>Time:</b>	09:33:06 AM						
<b>Vote Type:</b>	Motion to Approve						
<b>Description:</b>	An Ordinance authorizing the following contracts establishing unit prices for goods and services for an estimated annual cost of \$1,789,000.00: (A) Southwest Public Safety for police vehicle graphic kits, emergency equipment parts, and install, removal, and repair of equipment and (B) SAT Radio Communications, LTD d/b/a Industrial Communications for fire emergency equipment parts. [Ben Gorzell, Chief Financial Officer; Troy Elliott, Director, Finance]						
<b>Result:</b>	Passed						
<b>Voter</b>	<b>Group</b>	<b>Not Present</b>	<b>Yea</b>	<b>Nay</b>	<b>Abstain</b>	<b>Motion</b>	<b>Second</b>
Julián Castro	Mayor		x				
Diego Bernal	District 1		x				
Ivy R. Taylor	District 2		x			x	
Rebecca Viagran	District 3		x				
Rey Saldaña	District 4		x				
Shirley Gonzales	District 5		x				
Ray Lopez	District 6		x				x
Cris Medina	District 7		x				
Ron Nirenberg	District 8		x				
Elisa Chan	District 9		x				
Carlton Soules	District 10		x				

**ANNUAL CONTRACT  
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**EXHIBIT I**

**September 19, 2013**

**RFCA # 10810**

COMMODITY

VENDOR

**Contract procured on the basis of low qualifying bid:**

- A. Police Vehicle Graphic Kits, Emergency Equipment Parts, and Install, Removal, and Repair of Equipment

Southwest Public Safety

Entire Bid

6100002702 LM

Estimated Amount: \$1,608,000.00 annually

Upon award through June 30, 2016 with two, one year renewal options

**Contract procured on the basis of low bid:**

- B. Fire Emergency Equipment Parts

SAT Radio Communications, LTD  
d/b/a Industrial Communications

Entire Bid

6100002929 LM

Estimated Amount: \$181,000.00 annually

Upon award through June 30, 2016 with two, one year renewal options



# City of San Antonio

## Contract Summary Sheet

Date: 9/19/2013  
Agenda Item: 10810

<b>Name/Title (Caption as shown on agenda):</b> Police Vehicle Graphic Kits, Emergency Equipment Parts, and Install, Removal, and Repair of Equipment 6100002702 LM	
<b>Brief Description of Item(s) and Use:</b> This contract will provide the San Antonio Police Department (SAPD) with a single vendor for the purchase of vehicle graphic kits and required emergency vehicle equipment, such as (gun racks, push bumpers, consoles, light bars, and security curtains); installation, removal and repair services for police equipment. SAPD utilizes the vehicle graphic kits on all marked emergency vehicles for the purpose of identification. Emergency equipment parts and repair services are required to keep police vehicles in optimal operational condition.	
<b>Total \$:</b>	\$1,608,000.00 annually
<b>Contract Period:</b>	Upon award through June 30, 2016 with two, one year renewal options
<b>Method of Procurement:</b>	Competitive (4 bids received)
<b>Price Trend:</b>	20.18% decrease due to lower costs for vehicle graphics
<b>Contract Info:</b>	Formal ___ Annual <u> X </u> Support/Maintenance ___ Lease ___
<b>Recommended Contractor(s):</b>	<b>Southwest Public Safety, 9905 Perrin Beitel Road, San Antonio, TX 78217 (Local)</b>
<b>Previous Contractor(s):</b>	SAT Radio Communications, Ltd. d/b/a Industrial Communications, LTD S.W. Public Safety, 3370 Nacogdoches, San Antonio, TX 78217 GT Distributors, Inc, PO Box 16080, Austin, TX 78761 S.W. Public Safety, 3370 Nacogdoches, San Antonio, TX 78217
<b>Comments:</b>	NAS: SAT Radio Communications, Ltd. d/b/a Industrial Communications. - vendor did not meet SBEDA subcontracting requirements. Waiver of subcontracting requirements was not approved by SBO.  NAS: Kasper Ranch Hand Equipment, LP - Vendor did not bid all line items as required in bid and did not meet SBEDA subcontracting requirements. Subcontracting Utilization Plan was not approved by SBO.
<b>Anticipated Future Requirements and Action:</b>	N/A

<b>Procurement Alternative:</b>	Should this contract not be approved, SAPD would need to hire a minimum of eight certified technicians and two supervisors to perform the installation, removal and repair of equipment in the police vehicles. SAPD would need to lease a facility to perform this type of work for over 650 assigned police vehicles. In addition, SAPD will be required to purchase materials on an as needed basis, wherein increase costs due to non-contract buying could be realized and cause a delay in delivery times.
<b>Using Department(s):</b>	Police

City of San Antonio Bid Tabulation

Opened		June 7, 2013		Annual Contract for Police Vehicle Graphic Kits, Emergency Equipment Parts, and Install, Removal, and Repair of Equipment			
For:		6100002702		LM	Southwest Public Safety	Kaspar Ranch Hand Equipment, LP.	SAT Radio Communications, Ltd dba Industrial Communications
				9905 Perrin Beitel Road San Antonio, TX, 78217 210-590-9363	2625 Broadway St San Antonio, TX 78215	1019 E. Euclid Avenue San Antonio, TX 78212	
Item	Description	Quantity					
ITEM 1:	<b>Vehicle Graphic Kits</b>					NAS	NAS
1A	2011 Crown Victoria Police Interceptor	100					
	Price Each			\$160.00		No Bid	\$293.25
	Price Total			\$16,000.00			\$29,325.00
1B	2012 Chevrolet Tahoe	88					
	Price Each			\$225.00		No Bid	\$293.25
	Price Total			\$19,800.00			\$25,806.00
1C	2013-2014 Ford Explorer Interceptor	32					
	Price Each			\$225.00		No Bid	\$293.25
	Price Total			\$7,200.00			\$9,384.00
1D	<b>Vehicle Graphic Kits with Installation</b> 2012 Chevrolet Tahoe	12					
	Price Each			\$280.00		No Bid	\$520.00
	Price Total			\$3,360.00			\$6,240.00
1E	2013-2014 Ford Explorer Interceptor	198					
	Price Each			\$280.00		No Bid	\$520.00
	Price Total			\$55,440.00			\$102,960.00
1F	<b>Motorcycle Graphic Kits</b> Police Motorcycle	20					
	Price Each			\$90.00		No Bid	\$248.50
	Price Total			\$1,800.00			\$4,930.00
1G	<b>Individual Vehicle Graphics</b> Badge & Patch Gold "Supervisor"	200					
	Price Each			\$7.50		No Bid	\$25.50
	Price Total			\$1,500.00			\$5,100.00
1H	Badge & Patch "Patrol"	400					
	Price Each			\$7.50		No Bid	\$21.25
	Price Total			\$3,000.00			\$8,500.00
1I	Badge Inserts:K-9, CRU, SAFFE, ICE, SWAT	600					
	Price Each			\$1.50		No Bid	\$2.55
	Price Total			\$900.00			\$1,530.00
1J	Driver & Passenger Rear door	300					
	Price Each			\$37.50		No Bid	\$57.00
	Price Total			\$11,250.00			\$17,100.00
1K	Driver door & Passenger Front door	300					
	Price Each			\$37.50		No Bid	\$57.00
	Price Total			\$11,250.00			\$17,100.00
1L	"Protecting the Alamo City"	300					
	Price Each			\$13.75		No Bid	\$17.00
	Price Total			\$4,125.00			\$5,100.00
1M	Trunk Lid "POLICE" & "911 Emergency"	300					
	Price Each			\$12.50		No Bid	\$17.00
	Price Total			\$3,750.00			\$5,100.00
1N	12" Roof numbers 0 - 9 black	2,160					
	Price Each			\$4.50		No Bid	\$9.50
	Price Total			\$9,720.00			\$20,520.00
	12" Roof Numbers 0 - 9 white	2,160					
	Price Each			\$4.50		No Bid	\$9.50
	Price Total			\$9,720.00			\$20,520.00
1O	Front Fender SUPERVISOR"	150					
	Price Each			\$10.00		No Bid	\$17.00
	Price Total			\$1,500.00			\$2,550.00
1P	Unit Identification Letters 2" H x 3/8" W LETTERS: N, S, E, W, P, T, C and R	8,000					
	Price Each			\$0.65		No Bid	\$0.85
	Price Total			\$5,200.00			\$8,800.00
1Q	Unit Identification NUMBERS 2" Numbers (0-9)	8,000					
	Price Each			\$0.95		No Bid	\$0.85
	Price Total			\$7,600.00			\$8,800.00
ITEM 2:	<b>INSTALLS, REMOVALS, AND REPAIRS</b>						
2A	<b>REMOVAL</b> PATROL VEHICLE STANDARD (REMOVAL)	300					
	Price Each			\$165.00		No Bid	\$240.00

City of San Antonio Bid Tabulation

Opened: June 7, 2013 For: Annual Contract for Police Vehicle Graphic Kits, Emergency Equipment Parts, and Install, Removal, and Repair of Equipment		Southwest Public Safety		Kaspar Ranch Hand Equipment, LP.	SAT Radio Communications, Ltd dba Industrial Communications
6100002702		LM	9905 Perrin Beitel Road San Antonio, TX 78217 210-590-9363	2625 Broadway St. San Antonio, TX 78215	1019 E. Euclid Avenue San Antonio, TX 78212
Item	Description	Quantity			
	Price Total		\$49,500.00		\$72,000.00
2B	ADDITIONAL EQUIPMENT (REMOVAL)				
	Radar	200		No Bid	
	Price Each		\$55.00		\$25.00
	Price Total		\$11,000.00		\$5,000.00
	Gun Rack	200		No Bid	
	Price Each		\$55.00		\$55.00
	Price Total		\$11,000.00		\$11,000.00
	Pronet	100		No Bid	
	Price Each		\$55.00		\$25.00
	Price Total		\$5,500.00		\$2,500.00
2C	TRAFFIC STANDARD (REMOVAL)	50		No Bid	
	Price Each		\$220.00		\$272.50
	Price Total		\$11,000.00		\$13,625.00
2D	TRAFFIC SLICK TOP STANDARD (REMOVAL)	50		No Bid	
	Price Each		\$220.00		\$272.50
	Price Total		\$11,000.00		\$13,625.00
2E	TRAFFIC AD IMPALA/CHARGER STANDARD (REMOVAL)	10		No Bid	
	Price Each		\$220.00		\$272.50
	Price Total		\$2,200.00		\$2,725.00
2F	TRAFFIC AD TAHOE/FORD EXPLORER INTERCEPTOR STANDARD (REMOVAL)	10		No Bid	
	Price Each		\$220.00		\$272.50
	Price Total		\$2,200.00		\$2,725.00
2G	DWI VEHICLE STANDARD (REMOVAL)	50		No Bid	
	Price Each		\$220.00		\$272.50
	Price Total		\$11,000.00		\$13,625.00
2H	DWI SLICK TOP VEHICLE STANDARD (REMOVAL)	50		No Bid	
	Price Each		\$220.00		\$272.50
	Price Total		\$11,000.00		\$13,625.00
2I	INSTALLS PATROL VEHICLE STANDARD (INSTALL)	300		No Bid	
	Price Each		\$1,100.00		\$1,175.00
	Price Total		\$330,000.00		\$352,500.00
2J	ADDITIONAL EQUIPMENT (INSTALL)				
	Radar	200		No Bid	
	Price Each		\$55.00		\$85.00
	Price Total		\$11,000.00		\$17,000.00
	Gun Rack	200		No Bid	
	Price Each		\$55.00		\$34.00
	Price Total		\$11,000.00		\$6,800.00
	Pronet	100		No Bid	
	Price Each		\$55.00		\$68.00
	Price Total		\$5,500.00		\$6,800.00
	Rear Cargo Gun Rack	15		No Bid	
	Price Each		\$55.00		\$102.00
	Price Total		\$825.00		\$1,530.00
2K	PATROL SLICK TOP STANDARD (Install)	300		No Bid	
	Price Each		\$1,210.00		\$1,475.00
	Price Total		\$363,000.00		\$442,500.00
2L	TRAFFIC STANDARD	50		No Bid	
	Price Each		\$1,430.00		\$1,475.00
	Price Total		\$71,500.00		\$73,750.00
2M	Deleted				
2N	Deleted				
2O	Deleted				
2P	Deleted				

City of San Antonio Bid Tabulation

Opened: June 7, 2013 For: Annual Contract for Police Vehicle Graphic Kits, Emergency Equipment Parts, and Install, Removal, and Repair of Equipment		Southwest Public Safety 9905 Perrin Beitel Road San Antonio, TX 78217 210-590-9363		Kaspar Ranch Hand Equipment, LP. 2625 Broadway St. San Antonio, TX 78215		SAT Radio Communications, Ltd dba Industrial Communications 1019 E. Euclid Avenue San Antonio, TX 78212	
Item	Description	Quantity	Price	Notes	Price	Notes	Price
6100002702		LM					
2Q	LABOR FOR INSTALLS, REPAIR AND SERVICE Hourly Labor rate for installs, repair & service Price Total	2,500	\$55.00 \$137,500.00	No Bid			\$55.00 \$137,500.00
ITEM 3	Lights and Accessories: Flashing, Light Bars, Revolving WHELEN ENGINEERING CO. PARTS Percent of discount offered Product Identification (Manufacturer) Type of Price Schedule (dealer, jobber, etc.) Price Schedule Number Date of Price Schedule Price schedule column on which discount is based (i.e. distributor, Net, wholesale, etc.) Subtotal		\$200,000.00 38% Whelen List PL13.OWL 2013 List \$124,000.00	No Bid			\$200,000.00 46% Whelen Dealer PL13.OWD 12/18/2012 List \$108,000.00
ITEM 4	Consoles, Police Vehicle HAVIS-SHIELDS EQUIPMENT CORPORATION PARTS Percent of discount offered Product Identification (Manufacturer) Type of Price Schedule (dealer, jobber, etc.) Price Schedule Number Date of Price Schedule Price schedule column on which discount is based (i.e. distributor, Net, wholesale, etc.) Subtotal		\$101,081.00 30% Havis List Havis-2013 2013 List \$70,756.70	No Bid			\$101,081.00 37% Havis-Shields Dealer n/a 5/7/2013 MSRP \$63,681.03
ITEM 5	Spotlights and Flashlights, Security Tape SHO-ME Parts Percent of discount offered Product Identification (Manufacturer) Type of Price Schedule (dealer, jobber, etc.) Price Schedule Number Date of Price Schedule Price schedule column on which discount is based (i.e. distributor, Net, wholesale, etc.) Subtotal		\$50,000.00 36% Sho-Me List 2013A 2013 List \$32,000.00	No Bid			\$50,000.00 10% Sho-Me Jobber 2013B 1/1/2013 Retail Cost \$45,000.00
Item 6	Push Bumpers, Vehicle GO Rhino Parts Percent of discount offered Product Identification (Manufacturer) Type of Price Schedule (dealer, jobber, etc.) Price Schedule Number Date of Price Schedule Price schedule column on which discount is based (i.e. distributor, Net, wholesale, etc.) Subtotal		\$85,000.00 30% GO Rhino List GO Rhino-2013 2013 List \$59,500.00	\$85,000.00 30% Ranch Hand PBC07HBL1 Jobber January 2013 January 2013 Jobber Less 30% \$59,500.00			\$85,000.00 30% GO Rhino Dealer n/a 4/1/2013 List \$59,500.00
Item 7	Curtains, Security 7A SETINA Parts Percent of discount offered Product Identification (Manufacturer) Type of Price Schedule (dealer, jobber, etc.) Price Schedule Number Date of Price Schedule Price schedule column on which discount is based (i.e. distributor, Net, wholesale, etc.) Subtotal		\$16,667.00 20% Setina List Setins-2013 2013 List \$13,333.60	No Bid			\$16,667.00 20% Setina Jobber n/a 5/1/2013 Retail \$13,333.60
7B	Troy Parts Percent of discount offered Product Identification (Manufacturer) Type of Price Schedule (dealer, jobber, etc.) Price Schedule Number Date of Price Schedule Price schedule column on which discount is based (i.e. distributor, Net, wholesale, etc.) Subtotal		\$16,666.00 34% Troy List Troy-2013 2013 List \$10,999.56	No Bid			\$16,666.00 35% Troy Dealer n/a 2012 List \$10,832.90
7C	PROGARD Parts Percent of discount offered Product Identification (Manufacturer) Type of Price Schedule (dealer, jobber, etc.) Price Schedule Number Date of Price Schedule Price schedule column on which discount is based (i.e. distributor, Net, wholesale, etc.) Subtotal		\$16,666.00 25% Progard List Progard-2013 2013 List \$12,499.50	No Bid			\$16,666.00 30% Progard Dealer n/a 6/1/2013 List \$11,666.20





# City of San Antonio

## Contract Summary Sheet

Date: 9/19/2013  
Agenda Item: 10810

<b>Name/Title (Caption as shown on agenda):</b> <b>Fire Emergency Equipment Parts 6100002929 LM</b>	
<b>Brief Description of Item(s) and Use:</b> This contract will provide the San Antonio Fire Department (SAFD) with the purchase of required emergency vehicle equipment, such as light bars, lights, and sirens. The SAFD utilizes the emergency equipment for all Fire Department marked emergency vehicles which includes fire trucks, fire engines, ambulances, brush trucks, hazmat vehicles, and rescue vehicles.	
<b>Total \$:</b>	\$181,000.00 annually
<b>Contract Period:</b>	Upon award through June 30, 2016 with two, one year renewal options
<b>Method of Procurement:</b>	Competitive (5 bids received)
<b>Price Trend:</b>	8.5% decrease due to new vendor offering greater percentage discount
<b>Contract Info:</b>	Formal ___ Annual <u> X </u> Support/Maintenance ___ Lease ___
<b>Recommended Contractor(s):</b>	<b>SAT Radio Communications, LTD d/b/a Industrial Communications, 1019 E. Euclid Avenue, San Antonio, TX 78212 (Local)</b>
<b>Previous Contractor(s):</b>	S.W. Public Safety, 3370 Nacogdoches, San Antonio, TX 78217  GT Distributors, Inc, P.O. Box 16080, Austin, TX 78761
<b>Comments:</b>	N/A
<b>Anticipated Future Requirements and Action:</b>	N/A
<b>Procurement Alternative:</b>	Should this contract not be approved, the SAFD staff would be required to solicit bids for these parts on an as needed basis which would be time consuming and could result in delivery delays for emergency equipment. In addition, the City will not realize cost savings customarily associated with long term agreements.
<b>Using Department(s):</b>	Fire

City of San Antonio Bid Tabulation

Opened: June 7, 2013 For: Annual Contract for Fire Emergency Equipment Parts		Alt Bid					
6100002929		LM	SAT Radio Communications, LTD d/b/a Industrial Communications 1019 E. Euclid Avenue San Antonio, TX 78212 210-226-1100	GT Distributors, Inc.  2545 Brockton Dr. Suite 100 Austin, TX 78758	Southwest Public Safety  9905 Perrin Beitel San Antonio, TX 78217	Southwest Public Safety  9905 Perrin Beitel San Antonio, TX 78217	Wheeled Coach Industries, Inc.  2737 N. Forsyth Road Winter Park, FL 32792
Item	Description	Quantity					
Item 1 1A	Lights and Accessories: Flashing Light WHELEN ENGINEERING CO. PARTS Percent of discount offered Type of Price Schedule (dealer, jobber, etc.) Price Schedule Number Date of Price Schedule Price schedule column on which discount is based (i.e. distributor, Net, wholesale, etc.)		46% Dealer PL13.OWD 12/18/2012 List	34% Automotive List Price PL13.OWL December 18th, 2012 List	36% List PL13.OWL 2013 List	38% List PL13.OWL 2013 List	15% List PL13.OWL 10-Dec-2012 List
1B	CODE 3 PUBLIC SAFETY AND EQUIPMENT: FORCE FOUR, INTENSITY, & CODE 3 PARTS Percent of discount offered Type of Price Schedule (dealer, jobber, etc.) Price Schedule Number Date of Price Schedule Price schedule column on which discount is based (i.e. distributor, Net, wholesale, etc.)		43% Dealer C3MDD712 8/1/2012 List	No Bid No Bid No Bid No Bid No Bid	36% List C3MD0712 2013 List	36% List C3MD0712 2013 List	List C3LIST0712 1-Aug-2012 List
1C	HAVIS-SHIELDS EQUIPMENT CORPORATION PARTS Percent of discount offered Type of Price Schedule (dealer, jobber, etc.) Price Schedule Number Date of Price Schedule Price schedule column on which discount is based (i.e. distributor, Net, wholesale, etc.)		37% Dealer n/a 5/7/2013 MSRP	28% Havis Price List N/A May 7th, 2013 MSRP	30% List N/A 2013 List	30% List Havis-2013 2013 List	15% List HS-Price-9-1-12 9/1/2012 MSRP
Item 2 2A	Switches and Flashers, Automotive WHELEN ENGINEERING CO. PARTS Percent of discount offered Type of Price Schedule (dealer, jobber, etc.) Price Schedule Number Date of Price Schedule Price schedule column on which discount is based (i.e. distributor, Net, wholesale, etc.)		46% Dealer PL13.OWD 12/18/2012 List	34% Automotive List Price PL13.OWL December 18th, 2012 List	36% List PL13.OWL 2013 List	38% List PL13.OWL 2013 List	15% List PL13.OWL 18-Dec-2012 List
2B	CODE 3 PUBLIC SAFETY AND EQUIPMENT: FORCE FOUR, INTENSITY, & CODE 3 PARTS Percent of discount offered Type of Price Schedule (dealer, jobber, etc.) Price Schedule Number Date of Price Schedule Price schedule column on which discount is based (i.e. distributor, Net, wholesale, etc.)		43% Dealer C3MDD712 8/1/2012 List	No Bid No Bid No Bid No Bid No Bid	36% List C3MD0712 2013 List	36% List C3MD0712 2013 List	List C3LIST0712 1-Aug-2012 List
2C	HAVIS-SHIELDS EQUIPMENT CORPORATION PARTS Percent of discount offered Type of Price Schedule (dealer, jobber, etc.) Price Schedule Number Date of Price Schedule		37% Dealer n/a 5/7/2013	28% Havis Price List N/A May 7th, 2013	30% List N/A 2013	30% List Havis -2013 2013	15% List HS-Price-9-1-12 1-Sep-2012

City of San Antonio Bid Tabulation

Opened: June 7, 2013 For: Annual Contract for Fire Emergency Equipment Parts		Alt Bid					
6100002929		LM	SAT Radio Communications, LTD d/b/a Industrial Communications 1019 E. Euclid Avenue San Antonio, TX 78212 210-226-1100	GT Distributors, Inc.  2545 Brockton Dr. Suite 100 Austin, TX 78758	Southwest Public Safety  9905 Perrin Beitel San Antonio, TX 78217	Southwest Public Safety  9905 Perrin Beitel San Antonio, TX 78217	Wheeled Coach Industries, Inc.  2737 N. Forsyth Road Winter Park, FL 32792
Item	Description	Quantity					
	Price schedule column on which discount is based (i.e. distributor, Net, wholesale, etc.)		MSRP	MSRP	List	List	
Item 3 3A	Sirens, Horns and Back-up Alarms WHELEN ENGINEERING CO. PARTS Percent of discount offered Type of Price Schedule (dealer, jobber, etc.) Price Schedule Number Date of Price Schedule Price schedule column on which discount is based (i.e. distributor, Net, wholesale, etc.)		46% Dealer PL13.OWD 12/18/2012 List	34% Automotive List Price PL13.OWL December 18, 2012 List	36% List PL13.OWL 2013 List	38% List PL13.OWL 2013 List	15% List PL13.OWL 18-Dec-2012 List
3B	CODE 3 PUBLIC SAFETY AND EQUIPMENT: FORCE FOUR, INTENSITY, & CODE 3 PARTS Percent of discount offered Type of Price Schedule (dealer, jobber, etc.) Price Schedule Number Date of Price Schedule Price schedule column on which discount is based (i.e. distributor, Net, wholesale, etc.)		43% Dealer C3MDD712 8/1/2012 List	No Bid No Bid No Bid No Bid No Bid	36% List C3MD0712 2013 List	36% List C3MD0712 2013 List	List List C3LIST0712 1-Aug-2012 List
3C	HAVIS-SHIELDS EQUIPMENT CORPORATION PARTS Percent of discount offered Type of Price Schedule (dealer, jobber, etc.) Price Schedule Number Date of Price Schedule Price schedule column on which discount is based (i.e. distributor, Net, wholesale, etc.)  Delivery  Payment Terms		37% Dealer N/A 5/7/2013 MSRP 5 days Net 30	28% Havis Price List N/A 7-May-2013 MSRP 45 days Net 30	30% List N/A 2013 List 15 days 1%, 15 days	30% List Havis-2013 2013 List 2-5 days 0.5%, 15 days	15% List HS-Price-9-1-12 9/1/2012 MSRP 7-10 days Net 30
	Estimated Annual Total		\$180,600.00				
	Estimated Annual Award		\$180,600.00				