

AN ORDINANCE 2013-06-06-0384

**AUTHORIZING THE FOLLOWING CONTRACTS ESTABLISHING UNIT PRICES FOR GOODS AND SERVICES FOR AN ESTIMATED ANNUAL COST OF \$750,000.00: (A) ARROW ENERGY, INC. FOR BULK JET-A FUEL, (B) 3M LIBRARY SYSTEMS FOR LIBRARY RADIO FREQUENCY IDENTIFICATION TAGS, (C) OVERDRIVE, INC., FOR DIGITAL LIBRARY RESERVE ACCESS AGREEMENT AND (D) RECORDED BOOKS FOR RECORDED LIBRARY BOOKS.**

\* \* \* \* \*

**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) Arrow Energy, Inc. for bulk jet-a fuel; (B) 3M Library Systems for library radio frequency identification tags; (C) OverDrive, Inc., for digital library reserve access agreement; and (D) Recorded Books for recorded library books; and

**WHEREAS**, this ordinance approves 2 low qualifying bid contracts, and 2 contracts procured on the basis of sole source; 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 of the following companies to furnish the City with: (A) Arrow Energy, Inc. for bulk jet-a fuel, (B) 3M Library Systems for library radio frequency identification tags, (C) OverDrive, Inc., for digital library reserve access agreement and (D) Recorded Books for recorded library books 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.** The bids from Associated Energy Group d/b/a Mariah Fuels and Easter Aviation Fuels for bulk jet-a-fuel, and from Bibliotheca, LLC. for library radio frequency identification tags, failed to meet the City's specifications and/or requirements.

**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.

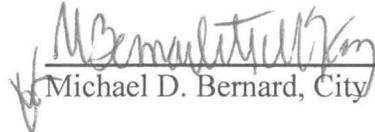
**PASSED and APPROVED** this 6<sup>th</sup> day of May, 2013.

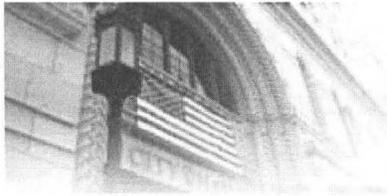
  
M A Y O R  
Julián Castro

**ATTEST:**

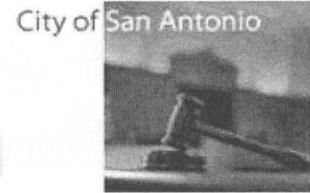
  
\_\_\_\_\_  
Leticia M. Vacek, City Clerk

**APPROVED AS TO FORM:**

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



Request for  
**COUNCIL  
ACTION**



## Agenda Voting Results - 6

<b>Name:</b>	5, 6, 7, 8, 9, 10, 12, 13, 14, 15, 16, 17, 18, 19						
<b>Date:</b>	06/06/2013						
<b>Time:</b>	10:50:46 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 \$750,000.00: (A) Arrow Energy, Inc. for bulk jet-a fuel, (B) 3M Library Systems for library radio frequency identification tags, (C) OverDrive, Inc. for digital library reserve access agreement and (D) Recorded Books for recorded library books. [Ben Gorzell, Chief Financial Officer; Troy Elliott, Director, Finance]						
<b>Result:</b>	Passed						
Voter	Group	Not Present	Yea	Nay	Abstain	Motion	Second
Julián Castro	Mayor		x				
Diego Bernal	District 1		x			x	
Ivy R. Taylor	District 2		x				
Rebecca Viagran	District 3		x				
Rey Saldaña	District 4		x				
David Medina Jr.	District 5		x				
Ray Lopez	District 6		x				x
Cris Medina	District 7		x				
W. Reed Williams	District 8		x				
Elisa Chan	District 9		x				
Carlton Soules	District 10		x				

**ANNUAL CONTRACT  
TABLE OF CONTENTS**

**June 6, 2013**

**RFCA # 10422**

COMMODITY

VENDOR

**Contracts procured on the basis of low qualifying bids:**

- |  |  |
|--|--|
| <p>A. Bulk Jet-A Fuel</p> <p>6100002389 LD</p> <p>July 1, 2013 through September 30, 2016 with two, one year options to renew</p>                              | <p>Arrow Energy, Inc.</p> <p>Entire Bid</p> <p>Estimated Amount: \$235,000.00 annually</p> |
| <p>B. Library Radio Frequency Identification (RFID) Tags</p> <p>6100002306 IM</p> <p>Upon award through May 31, 2014 with three, one year options to renew</p> | <p>3M Library Systems</p> <p>Entire Bid</p> <p>Estimated Amount: \$100,000.00 annually</p> |

**Contracts procured on the basis of sole source:**

- |  |   |
|--|---|
| <p>C. Digital Library Reserve Access Agreement</p> <p>6100002570 WF</p> <p>Upon award through March 31, 2014 with two, one year options to renew</p> | <p>OverDrive, Inc.</p> <p>Entire Bid</p> <p>Estimated Amount: \$350,000.00 annually</p> |
| <p>D. Recorded Library Books</p> <p>6100002774 WF</p> <p>Upon award through December 31, 2013 with two, one year options to renew</p>                | <p>Recorded Books</p> <p>Entire Bid</p> <p>Estimated Amount: \$65,000.00 annually</p>   |



# City of San Antonio

## Contract Summary Sheet

Date: 6/6/2013  
Agenda Item: 10422

<b>Name/Title (Caption as shown on agenda):</b> Bulk Jet-A Fuel 6100002389 LD	
<b>Brief Description of Item(s) and Use:</b> This contract will provide the Police Department Helicopter Detail with a contractor to provide Bulk Jet-A Fuel for use in City owned helicopters. The contractor will transport and pump bulk Jet-A Fuel into an above ground storage tank located at Stinson Municipal Airport. Approximately 2,000 gallons up to a full tanker load of 7,500 gallons will be pumped each time with an estimated annual consumption of 70,000 gallons. Contract requirements call for delivery within 24 hours of notice, Monday through Friday and the ability to accept an order 24 hours a day, 365 days a year.	
<b>Total \$:</b>	\$235,000.00 annually
<b>Contract Period:</b>	July 1, 2013 through September 30, 2016 with two, one year options to renew
<b>Method of Procurement:</b>	Competitive (3 bids received)
<b>Price Trend:</b>	7.74% increase
<b>Contract Info:</b>	Formal <input type="checkbox"/> Annual <input checked="" type="checkbox"/> Support/Maintenance <input type="checkbox"/> Lease <input type="checkbox"/>
<b>Recommended Contractor(s):</b>	<b>Arrow Energy, Inc., 1404 Industrial Drive, Ste. 3, Saline, MI 48176</b>
<b>Previous Contractor(s):</b>	Arrow Energy, Inc., 1404 Industrial Drive, Ste. 3, Saline, MI 48176
<b>Comments:</b>	<b>NAS:</b> Associated Energy Group, d/b/a Mariah Fuels and Eastern Aviation Fuels pricing is based on Gulf Coast Argus Mean; the specifications required per gallon discount or over Oil Price Information Service (OPIS).
<b>Anticipated Future Requirements and Action:</b>	N/A
<b>Procurement Alternative:</b>	Should this contract not be approved, the Helicopter Detail would be required to use a secondary fuel source located at the City's International Airport increasing cost and downtime.
<b>Using Department(s):</b>	Police

City of San Antonio Bid Tabulation

Opened: March 6, 2013					
For: Bulk Jet-A Fuel					
6100002389		LD		Arrow Energy, Inc. 1404 Industrial Drive, Ste. 3 Saline, MI 48176 734-429-3581	Associated Energy Group, d/b/a Mariah Fuels 26411 Oak Ridge Dr. The Woodlands, TX 77380
					Eastern Aviation Fuels 601 N. McCarthy Blvd New Bern, NC 28562
Item	Description	Estimated Quantity			
1	Bulk Jet-A Fuel Price per Gallon Over/Discounted from OPIS OPIS Average for March 8, 2013 Delivered price per gallon	70000			
	Payment Terms			Net 30	Net 30
	Estimated Annual Total			\$234,276.00	
	<b>Estimated Annual Award</b>			<b>\$234,276.00</b>	

\*Associated Energy Group, dba Mariah Fuels and Eastern Aviation Fuels pricing is based on Gulf Coast Argus Mean.



# City of San Antonio

## Contract Summary Sheet

Date: 6/6/2013  
Agenda Item: 10422

<b>Name/Title (Caption as shown on agenda):</b> <b>Library Radio Frequency Identification (RFID) Tags 6100002306 IM</b>	
<b>Brief Description of Item(s) and Use:</b> This contract will provide the San Antonio Public Library with the purchase and delivery of radio frequency identification tags utilized in conjunction with the currently installed 3M gate detection system which provides theft prevention of library materials. These tags are utilized by all branches of the San Antonio Public Library.	
<b>Total \$:</b>	\$100,000.00 annually
<b>Contract Period:</b>	Upon award through May 31, 2014 with three, one year options to renew
<b>Method of Procurement:</b>	Competitive (3 bids received)
<b>Price Trend:</b>	New contract – no price history available
<b>Contract Info:</b>	Formal <input type="checkbox"/> Annual <input checked="" type="checkbox"/> Support/Maintenance <input type="checkbox"/> Lease <input type="checkbox"/>
<b>Recommended Contractor(s):</b>	<b>3M Library Systems, 3M Center, Bldg. 225-4N-14, St. Paul, MN 55144</b>
<b>Previous Contractor(s):</b>	N/A
<b>Comments:</b>	NAS: Bibliotheca, LLC did not conform to bid specifications. Bibliotheca did not specify frequency of delivery and service charge. The Solicitation stipulates that shipping shall be quoted F.O.B. Destination, freight prepaid and shipping/freight to locations shall be included in quoted price. By adding delivery and service charges, Bibliotheca counter-offered and thereby is deemed non-responsive.
<b>Anticipated Future Requirements and Action:</b>	N/A
<b>Procurement Alternative:</b>	Should this contract not be approved, the Library would be forced to purchase radio frequency identification tags on an as needed basis which may result in higher costs and affect delivery schedules.
<b>Using Department(s):</b>	Library

**City of San Antonio  
Bid Tabulation**

Opened: March 8, 2013						
For: Library RFID Tags						
6100002306			IM	3M Library Systems 3M Center, Bldg. 225-4N-14 St. Paul, MN 55144 651-733-1196	Bibliotheca, LLC 3169 Holcomb Bridge Rd, Suite 200 Norcross, GA 30071	Library Interiors of Texas, LLC Congress Avenue, Suite 1540 Austin, TX 78701
Item	Description	Annual Estimated Quantity	NAS			
1	Book Tags	360,000				
	Unit Cost per tag		\$0.1502	\$0.1370	\$0.1800	
	Total Cost		\$54,072.00	\$49,320.00	\$64,800.00	
	Manufacturer Name		Not Specified	SMARTRAC	D-Tech	
	Product #		3M ISO RFID Book Tag	smartlabel 110	DT10100	
	# of Tags Per Roll		2,000	2,000	1,000	
	# of Rolls Per Case		3	6,000	5	
2	DVD Stingray Tags	70,000				
	Unit Cost per tag		\$0.6390	\$0.5850	\$0.6700	
	Total Cost		\$44,730.00	\$40,950.00	\$46,900.00	
	Manufacturer Name		Not Specified	SMARTRAC	D-Tech	
	Product #		Sting Ray Full Disc Media Tag	StingRay	DT10101	
	# of Tags Per Roll		1,000	1,000	1,000	
	# of Rolls Per Case		1	1,000	2	
3	HUB Tags	4,000				
	Unit Cost per tag		\$0.2120	\$0.1850	\$0.2500	
	Total Cost		\$848.00	\$740.00	\$1,000.00	
	Manufacturer Name		Not Specified	SMARTRAC	D-Tech	
	Product #		3M ISO RFID Hub Tag	smartlabel 300	DT10103	
	# of Tags Per Roll		2,000	2,000	1,000	
	# of Rolls Per Case		2	4,000	5	
	Delivery Charge			\$1,432.20		
	Delivery		Not Specified	10 Days	10 Days	
	Payment Terms		Net 30	Net 30	Net 30	
	Estimated Annual Total		\$99,650.00	\$92,442.20	\$112,700.00	
	Estimated Annual Award		\$99,650.00			



# City of San Antonio

## Contract Summary Sheet

Date: 6/6/2013  
Agenda Item: 10422

<b>Name/Title (Caption as shown on agenda):</b> <b>Digital Library Reserve Access Agreement 6100002570 WF</b>	
<b>Brief Description of Item(s) and Use:</b> This contract will provide the San Antonio Public Library with an annual subscription to download audio books, videos, music and e-books. These downloadable services are used by the San Antonio Public Library staff and patrons to download titles directly to their computer, laptop, or transfer to portable devices, including supported MP3 players.  These items are being purchased as Sole Source according to the provisions of Texas Statutes Local Government Code 252.022.07. No other source can supply the items listed nor can any comparable item fulfill the same requirements. Vendor acknowledges, with his/her signature, that all items offered are considered a Sole Source.	
<b>Total \$:</b>	\$350,000.00 annually
<b>Contract Period:</b>	Upon award through March 31, 2014 with two, one year options to renew
<b>Method of Procurement:</b>	Sole Source
<b>Price Trend:</b>	No change
<b>Contract Info:</b>	Formal ___ Annual <u>X</u> Support/Maintenance ___ Lease ___
<b>Recommended Contractor(s):</b>	<b>OverDrive Inc., One Over Drive Way, Cleveland, OH 44125</b>
<b>Previous Contractor(s):</b>	OverDrive Inc., One Over Drive Way, Cleveland, OH 44125
<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 Library would be required to submit a purchase requisition each month for services needed. However, processing requirements on an as needed basis will not realize a cost savings customarily associated with long-term agreements.
<b>Using Department(s):</b>	Library

**City of San Antonio Bid Tabulation**

Opened: February 25, 2013		<b>Sole Source</b>
For: Digital Library Reserve Access Agreement		OverDrive, Inc.
6100002570		One Over Drive Way
	WF	Cleveland, OH 44125 216-573-6886
Item	Description	Qty
1	Maintenance, Hosting and Support Service Fees	1
	Price Annually	\$12,000.00
	Price Total	\$12,000.00
2	Downloadable Books and Digital Media Based on Usage	1
	Price Annually	\$338,000.00
	Price Total	\$338,000.00
	Payment Terms	Net 30
	Estimated Annual Total	\$350,000.00
	<b>Estimated Annual Award</b>	<b>\$350,000.00</b>



# City of San Antonio

## Contract Summary Sheet

Date: 6/6/2013  
Agenda Item: 10422

<b>Name/Title (Caption as shown on agenda):</b> <b>Recorded Library Books 6100002774 WF</b>	
<b>Brief Description of Item(s) and Use:</b> This contract will provide the San Antonio Public Library with an annual subscription to download audio books. These downloadable services are used by the San Antonio Public Library staff and patrons to download titles directly to their computer, laptop or portable devices. Audio books on CD are also included in the annual subscription.  These items are being purchased as Sole Source according to the provisions of Texas Statutes Local Government Code 252.022.07. No other source can supply the items listed nor can any comparable item fulfill the same requirements. Vendor acknowledges, with his/her signature, that all items offered are considered a Sole Source.	
<b>Total \$:</b>	\$65,000.00 annually
<b>Contract Period:</b>	Upon award through December 31, 2013 with two, one year options to renew
<b>Method of Procurement:</b>	Sole Source
<b>Price Trend:</b>	No change
<b>Contract Info:</b>	Formal ___ Annual <u>X</u> Support/Maintenance ___ Lease ___
<b>Recommended Contractor(s):</b>	<b>Recorded Books, 270 Skipjack Road, Prince Frederick, MD 20678</b>
<b>Previous Contractor(s):</b>	Recorded Books, 270 Skipjack Road, Prince Frederick, MD 20678
<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 Library would be required to submit a purchase requisition each month for services needed. However, processing requirements on an as needed basis will not realize a cost savings customarily associated with long-term agreements.
<b>Using Department(s):</b>	Library

### City of San Antonio Bid Tabulation

Opened: April 15, 2013		
For: Recorded Library Books		<b>Sole Source</b>
6100002774		WF
		Recorded Books 270 Skipjack Road Prince Frederick, MD 20678 410-535-5590
Item	Description	
1	Audio Books	
A	Unabridged Title Orders, percent of discount offered	10%
B	Abridged Title Orders, percent of discount offered	10%
C	Standing Order Plans, percent of discount offered	20%
D	CD & digital bundled title orders	42%
E	CD & digital bundled standing order title orders	32%
F	Title Orders of Film Movement DVDs	10%
G	Standing Orders for Film Movement DVDs	20%
	Price List	Recorded Books Online Catalog
	Estimated Annual Total	\$65,000.00
	<b>Estimated Annual Award</b>	<b>\$65,000.00</b>