



# City of Santa Fe, New Mexico

# memo

**DATE:** September 23, 2014  
**TO:** Finance Committee  
**FROM:** Robert Rodarte CPPO, CPPB, Officer  
Purchasing Division  
**VIA:** Teresita Garcia, Assistant Director  
Finance Department

*TRR*  
*9/23/14*  
*JG*

**SUMMARY:** Procurement of Maintenance, Repair and Operational Supplies:  
Method: Cooperative Agreement TCPN Contract Number R4953:  
Vendor: Grainger Inc (TX):

The Purchasing Division is requesting the use of the aforementioned Cooperative Agreement for the procurement of Fire and Law Enforcement supplies, Medical, Rescue goods, equipment, etc, for all City wide divisions. Grainger, Inc, is the authorized vendor under this Cooperative Agreement.

Purchasing History utilizing Grainger Inc:

Y/E6/30/2012	Y/E 6/30/2013	Y/E 6/30/2014
\$ 89,155.44	\$114,958.08	\$ 103,568.12

It is projected that the transaction amount with Grainger Inc, utilizing this contract will remain below \$120,000, for year ending 6/30/2015.

Funding for this procurement is available in the various City Wide Business Units which require this type of procurement.

By City policy, the City can use State or Federal Price Agreements without having to bid the items on its own. By City policy, procurement from State Price Agreements over \$50,000, require City Council approval (City Purchasing Manual Section 11.1).

## REQUESTED ACTION:

It is requested that this purchase award to Grainger Inc., from Cooperative Agreement TCPN Contract Number R5209, in the projected amount of \$120,000, be reviewed, approved and submitted to the City Council for its consideration.



October 31, 2013

Ms. Susan Heck  
Senior Government Manager  
W.W. Grainger, Inc.  
18917 Peckham Drive  
Point Venture, Texas 78645

Re: Renewal Award of TCPN Annual Contract # R4953

Dear Ms. Heck:

Per official action taken by the Board of Directors of Education Service Center, Region 4 on October 15, 2013, The Cooperative Purchasing Network (TCPN) is pleased to announce that W.W. Grainger, Inc. has been awarded an annual contract renewal for the following, based on the sealed proposal submitted to Region 4 on March 23, 2010, and subsequent performance thereafter:

**Contract**

MRO Equipment, Supplies and Related Items & Services

→ The contract will expire on March 31, 2015, completing the fifth year of a five-year term of contract. **If your company is not in agreement, please contact TCPN immediately.**

The partnership between W.W. Grainger, Inc. and Region 4 can be of great help to participating agencies. Please provide copies of this letter to your sales representative(s) to assist in their work.

If you have any questions or concerns, please feel free to contact Deborah Bushnell at 713.554.0460.

Sincerely,

A handwritten signature in black ink, appearing to read "Tray Moses", is written over the word "Sincerely,".

Tray Moses  
Director of Operations/Business Development

11280 West Road • Houston, Texas 77065  
888.884.7695 • Fax 800.458.0099 • www.TCPN.org

**SIGNATURE FORM**

The undersigned hereby proposes and agrees to furnish goods and/or services in strict compliance with the terms, specifications and conditions at the prices proposed within response unless noted in writing. The undersigned further certifies that he/she is an officer of the company and has authority to negotiate and bind the company named below and has not prepared this bid in collusion with any other Respondent and that the contents of this proposal as to prices, terms or conditions of said bid have not been communicated by the undersigned nor by any employee or agent to any person engaged in this type of business prior to the official opening of this proposal.

Prices are guaranteed: 120 days

Company name W.W. Grainger, Inc.  
Local Address 7950 RESEARCH BLVD STE 101  
City/State/Zip AUSTIN TX 78758-8425  
Telephone No. 512-837-7440  
Fax No. 855-329-2839  
Email address susan.heck@grainger.com  
Printed name Mark Hanna  
Position with company Vice President, Government Sales  
Authorized signature *Mark Hanna*

**Accepted by The Cooperative Purchasing Network:**

Term of contract July 9, 2012 to June 30, 2015

Unless otherwise stated, all contracts are for a period of three (3) years with an option to renew annually for an additional two (2) years if agreed to by TCPN and the awarded vendor. Awarded vendor shall honor all administrative fees for any sales made based on a TCPN contract whether renewed or not.

*Jason Wickel*  
TCPN Senior Vice President

7/5/12  
Date

Jason Wickel  
Print Name

*Bob Baker*  
Region 4 ESC Authorized Signature

7/10/12  
Date

Bob Baker  
Print Name

TCPN Contract Number 85209

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## Grainger

<http://www.grainger.com/>

Filter				Per Page: 10
Contract Name	Term End	Lead Agency	Cooperative	Contract Docs
Facilities Maintenance MRO	02/01/15	None	The National Joint Powers Alliance	Documents
Facilities MRO	02/28/17	State of Nevada	WSCA-NASPO Cooperative Purchasing Organization	Documents
Hazardous Incident Response Equipment	05/31/15	State of New York	WSCA-NASPO Cooperative Purchasing Organization	Documents
Janitorial Supplies	04/21/15	Commonwealth of Pennsylvania	Costars - Department of General Services	Documents
Lighting & Energy Management Services	01/17/16	None	The National Joint Powers Alliance	Documents
Maintenance, Repair, Operational Supplies	12/31/14	City of Tucson	National Intergovernmental Purchasing Alliance	Documents
MRO Equipment, Supplies and Related Items, Services	03/31/15	None	The Cooperative Purchasing Network	Documents
Professional & Consulting Services	01/31/16	None	The National Joint Powers Alliance	Documents
Public Safety Fire/Law Enforcement Equipment	02/01/16	None	The National Joint Powers Alliance	Documents
Science Equipment	11/01/15	None	The National Joint Powers Alliance	Documents

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Tab 2 – Questionnaire

Please provide responses to the following questions that address your company's operations, organization, structure and processes for providing products and services.

**1. States Covered**

Bidder must indicate any and all states where products and services can be offered.  
Please indicate the price co-efficient for each state if it varies.

**50 States & District of Columbia** (Selecting this box is equal to checking all boxes below)

- |   |   |
|---|---|
| <input type="checkbox"/> Alabama              | <input type="checkbox"/> Montana        |
| <input type="checkbox"/> Alaska               | <input type="checkbox"/> Nebraska       |
| <input type="checkbox"/> Arizona              | <input type="checkbox"/> Nevada         |
| <input type="checkbox"/> Arkansas             | <input type="checkbox"/> New Hampshire  |
| <input type="checkbox"/> California           | <input type="checkbox"/> New Jersey     |
| <input type="checkbox"/> Colorado             | <input type="checkbox"/> New Mexico     |
| <input type="checkbox"/> Connecticut          | <input type="checkbox"/> New York       |
| <input type="checkbox"/> Delaware             | <input type="checkbox"/> North Carolina |
| <input type="checkbox"/> District of Columbia | <input type="checkbox"/> North Dakota   |
| <input type="checkbox"/> Florida              | <input type="checkbox"/> Ohio           |
| <input type="checkbox"/> Georgia              | <input type="checkbox"/> Oklahoma       |
| <input type="checkbox"/> Hawaii               | <input type="checkbox"/> Oregon         |
| <input type="checkbox"/> Idaho                | <input type="checkbox"/> Pennsylvania   |
| <input type="checkbox"/> Illinois             | <input type="checkbox"/> Rhode Island   |
| <input type="checkbox"/> Indiana              | <input type="checkbox"/> South Carolina |
| <input type="checkbox"/> Iowa                 | <input type="checkbox"/> South Dakota   |
| <input type="checkbox"/> Kansas               | <input type="checkbox"/> Tennessee      |
| <input type="checkbox"/> Kentucky             | <input type="checkbox"/> Texas          |
| <input type="checkbox"/> Louisiana            | <input type="checkbox"/> Utah           |
| <input type="checkbox"/> Maine                | <input type="checkbox"/> Vermont        |
| <input type="checkbox"/> Maryland             | <input type="checkbox"/> Virginia       |
| <input type="checkbox"/> Massachusetts        | <input type="checkbox"/> Washington     |
| <input type="checkbox"/> Michigan             | <input type="checkbox"/> West Virginia  |
| <input type="checkbox"/> Mississippi          | <input type="checkbox"/> Wisconsin      |
| <input type="checkbox"/> Missouri             | <input type="checkbox"/> Wyoming        |

**All U.S. Territories & Outlying Areas** (Selecting this box is equal to checking all boxes below)

- |   |  |
|---|--|
| <input type="checkbox"/> American Samoa                 | <input type="checkbox"/> Northern Marina Islands |
| <input type="checkbox"/> Federated States of Micronesia | <input type="checkbox"/> Puerto Rico             |
| <input type="checkbox"/> Guam                           | <input type="checkbox"/> U.S. Virgin Islands     |
| <input type="checkbox"/> Midway Islands                 |  |

**2. Minority and Women Business Enterprise (MWBE) and (HUB) Participation**

It is the policy of some entities participating in TCPN to involve minority and women business enterprises and historically utilized businesses (HUB) in the purchase of goods and services. Respondents shall indicate below whether or not they are an MWBE or HUB certified.

**a. Minority/Women Business Enterprise**

**Tab 3  
Company Profile**



Catalog manufacturers and suppliers to assist each Member with achieving its goals.

Grainger is uniquely positioned to support TCPN's Public Safety Members with the product breadth and depth necessary to support law enforcement agencies, fire departments, and emergency medical services needs for facility maintenance supplies, gear and equipment, and fleet vehicle maintenance product.

Grainger has been selling facilities maintenance supplies and disaster response products to Public Safety customers for decades. Based on customer demand, Grainger has rapidly expanded its product offering over the past 24 months to include 20,000 new items that exclusively support the gear and equipment needs of police, fire fighters and EMTs including station supplies, facilities maintenance, gear and equipment and fleet vehicle maintenance. This comprehensive product and services portfolio helps TCPN Public Safety Members save both time and money.

Grainger has formed strategic relationships with key suppliers in the Public Safety market such as 5.11 Tactical, Blackhawk!, MSA, Fire Dex, Bullard and Petzl in order to provide the best value for first responders. Grainger's strong relationship with our Public Safety suppliers enables local Government Account Managers to work with supplier representatives at individual TCPN Member facilities. Specific Training Classes and Seminars details are presented in Tab 5, Products/Services under the headings of both "Public Safety Training" and "Safety Training." Please see Exhibit 7 for further detail regarding Grainger's Safety Training.

Below is a sampling of Grainger's Public Safety product offering. Grainger carries a wide range of products that covers law enforcement, fire services, emergency medical services, disaster response, facility maintenance supplies (station supplies), and vehicle equipment. These top brands and strong supplier relationships are designed to provide the right solution for TCPN Public Safety members. Grainger anticipates adding Public Safety products throughout the year to the online portfolio.

**Sample of Grainger Public Safety Products and Suppliers**

<b>Product Categories</b>	<b>Range of Products</b>	<b>Brands</b>
Apparel	Uniforms, tactical: pants, shorts, shirts, polos, parkas, station wear, battle dress uniforms, t-shirts, socks, belts	5.11 Tactical, Blackhawk!, Propper, Horace Small, Danner
Law Enforcement	Body Armor, ballistic helmets, tactical vests, holsters, duty gear, riot gear, forcible entry tools, thermal imager, handcuffs, evidence collection	Paraclete, Blackhawk!, MSA, FLIR, Damascus, SET Tools, Safariland
Fire Rescue	Turnout gear, fire helmets, fire hoods, suspenders, hoods, wildland fire gear, hose, nozzles, foam, ventilation fans, ladders, tools	Fire Dex, Bullard, MSA, Cairns, Pro Warrington, Hellfire, PGI, American Firewear, Ranger, Morning Pride, Elkhart Brass, Kidde, ATI, Tempest, Ramfan, Werner, Stanley Proto, Makita, Craftsman
Medical Supplies	Gloves, oxygen masks, dressings and bandages, biohazard containment, immobilization, blood pressure and oxygen monitoring	Mabis, Omron, North by Honeywell, 3M, Swift, Ferno, Bemis, CPR Life Mask, Micromask, First Aid Only, Medique, Microshield, Littman
Equipment Bags and Cases	Hard Cases, Trauma Bags, Medical Backpacks, Duffle Bags, Oxygen	Pelican, Pelican-Hardigg, Ferno, Fieldtex, Blackhawk, 5.11 Tactical, Ergodyne

Tab 3  
Company Profile



Product Categories	Range of Products	Brands
	Cylinder Bags	
Footwear	Fire boots, law enforcement footwear, motorcycle boots, station boots	5.11 Tactical, Blackhawk!, Danner, Cosmas, Thorogood, Fire Dex, Converse, Pro Warrington
Gloves	Fire gloves, tactical gloves, disposable gloves, multi-purpose gloves, extrication gloves	Damascus, Microflex, Ansell, Showa Best, Shelby, Fire Dex, Ringers, American Firewear
Communication	Ear muffs, hearing systems, two-way radios, portable radios, chargers/batteries, wireless voice alert systems	Motorola, Ritron, Otto, DFW, MSA, Peltor, Vertex Standard
Water Rescue	Life Jackets and PFDs, immersion survival and rescue suits, water rescue equipment, inflatable PFD rearming kits	Mustang Survival, Stearns, First Alert
Specialized Rescue	Anchors, connectors, descenders, harnesses, helmets, lanyards, rope, air bags, rescue equipment	Petzl, Hurst Jaws of Life
Hazmat/Disaster Response	Chemical suits, hazmat boots, disposable respirators, shelters, decon showers, generators, sorbents, spill control kits, gas monitoring, tubes and detection equipment, CO detectors, calibration products	DuPont, Kappler, DQE, FSI, Reeves, DRASH, 3M, Generac, Honda, Oil-Dri, Industrial Scientific, MSA, BioSystems
Flashlights & Spotlights	Tactical flashlights, inspection flashlights, military flashlights, right angle flashlights, hazardous location flashlights, rechargeable lanterns, headlamps, remote area lights	Pelican, Streamlight, Suerfire, Mag-Lite, Petzl,
Knives & Multi-Tools	Folding knives, fixed blade knives, utility knives, multi-tools, rescue tools & hooks	Leatherman, Benchmade, Sog, Klein Tools
Air Systems & Respiratory	SCBA, supplier air respirators, full-facepiece respirators, CBRN full-face respirators, PAPRs	MSA, Scott Safety, 3M
Station Supplies	Chemicals, equipment, floor care, furniture care, odor control, paper products, trash cans, safety cans, safety storage cabinets, drum handling equipment	Georgia Pacific, GoJo, 3M, Diversey, Rubbermaid, Clorox, Colgate-Palmolive, All, Tough Guy, Eagle, Justrite, Onguard
Vehicle Supplier & Traffic Safety	Light bars, sirens, automotive chemicals, cleaning, diagnostic kit, electrical, exterior, interior, lifting tools, lubricants, maintenance tools,	Code 3, Federal Signal Baldwin, Grote, Grote, Bando, Turtle Wax, Exxonmobil, Firestone, Garmin, Graymills, KD Tools, Liquid Wrench, Zep, Cortina, Cyalume

Tab 3  
Company Profile



Product Categories	Range of Products	Brands
	paint, traffic vests, safety cones, barricade tape, light sticks	
Office Supplies (consumables)	Binders, calendars, planners, pens, paper, clipboards, clips/clamps, bulletin boards, envelopes, ink	Sharpie, Rite in the Rain, Brady, BIC, Post-It, Scotch, HP
Personnel Supplies (consumables)	Water/Drinks, Soap, Towels, Sheets	Gatorade, Dial, R&R Comfort, Squincher, Igloo, Solo
Fire Protection	Fire Extinguishers, smoke & CO alarms, fire alarm control panels	Brady, Edwards Signaling, Kidde

Please see the following Exhibits for further information:

- Exhibit 2 – 511 Tactical
- Exhibit 3 – Blackhawk! ATK Tactical Systems
- Exhibit 4 - Grainger Fire and Fire Fighting Products
- Exhibit 5 – Grainger Law Enforcement Products

Further details regarding Grainger's Public Safety products are available online at:

[http://www.grainger.com/Grainger/static/rc\\_public-safety.html](http://www.grainger.com/Grainger/static/rc_public-safety.html)

**Additional Goals for 2012**

- Help customers manage Public Safety inventory
- Make it even easier for customers to do business with Grainger, anywhere at any time
- Add locally relevant products to drive growth
- Expand the capacity of the global logistics network globally
- Continue to extend Grainger's reach in targeted international markets
- Leverage Grainger's systems and scale to better service customers and improve cost; and
- Continue to foster a culture of continuous improvement across the business

**13. What differentiates your company from competitors?**

Grainger is set apart by its wide range of product categories to meet all of TCPN Members' Public Safety needs, quick and efficient distribution capabilities through its **national distribution network** of more than 360 branches, located in all 50 states, and fourteen distribution centers. Grainger utilizes an electronic communications network which links together the national branches and regional distribution centers across the country. This results in almost instantaneous transmittal of product inventory and shipment information which can be accessed by any branch with an overnight radius of a Members' location. If this inventory is insufficient to fill the order, Grainger's branch network also has access to the national inventory records for the product at each branch



Grainger

VENDOR WEBSITE

REPLY TO VENDOR

<a href="#">MRO Overview</a>	<a href="#">Contract Documents</a>	<a href="#">Contact</a>	<a href="#">Public Safety Overview</a>	<a href="#">Exclusive Brands</a>	<a href="#">Keepstock</a>	<a href="#">Sustainability</a>
<a href="#">Diversity Initiative</a>						

**Contract: R4953 - MRO Equipment, Supplies and Related Items, Services**

Apr 13, 2010 to Mar 31, 2015

**Competitive Bid Process**

- Determination for RFP
- Florence-Blade Affidavit
- USA Today Affidavits
- Original Solicitation (Final RFP Document)
- RFP Questions & Answers
- TCPN Screenshot
- Bid Receipt List
- Bid Sign in Sheet
- Bidders List
- Bid Evaluation
- Multi Award Letter

**Master Contract Documents**

- Vendor Proposal
- Signed Contract
- Grainger Award Letter
- Compliance Questionnaire

**Post-Award Management Documents**

- 2nd Year Renewal Letter
- 3rd Year Renewal Letter
- 5th Year Renewal Letter

**Contract: R5209 - Civil Servant and Public Safety Supplies, Materials and Accessories**

Jul 9, 2012 to Jun 30, 2015

**Competitive Bid Process**

- Determination for RFP
- DJC Affidavit
- Tri-Valley Affidavit
- USA Today Ad Proof
- Original Solicitation (Final RFP Document)
- TCPN Screenshot
- Bid Receipt List
- Bid Sign in Sheet
- Bidders List
- Bid Evaluation

**Master Contract Documents**

- Vendor Proposal
- Signed Contract
- Award Letter
- Compliance Questionnaire