



APPROVED
BY THE CITY COUNCIL

MAY 31 1994

OFFICE OF THE
CITY CLERK

1.11

DEPARTMENT OF
GENERAL SERVICES

PROCUREMENT SERVICES DIVISION

CITY OF SACRAMENTO
CALIFORNIA

May 31, 1994

PS:Admin:94030:RBH:KP:bd

5730 - 24TH STREET
BUILDING FOUR
SACRAMENTO, CA
95822-3699

916-449-5551

PURCHASING
CENTRAL STORES
CENTRAL SERVICES

City Council
Sacramento, California

Honorable Members In Session:

**SUBJECT: ADOPTION OF SPECIFICATIONS AND AWARD OF BID NO. 1628,
MOVABLE SEATING PLATFORM SYSTEM, IN THE AMOUNT OF
\$1,034,496.00**

LOCATION AND COUNCIL DISTRICT

City-wide-All Districts

STAFF RECOMMENDATION

It is recommended that, in the best interest of the City, the City Council adopt the specifications used in the bidding process and accept the lowest responsible bid submitted for the contract resulting from Bid No. 1628 for Movable Seating Platform System. Award is being recommended to Hussey Seating Co., Dyer Street, North Berwick, ME, 03906, in the amount of \$1,034,496.00.

CONTACT PERSON: Karen Parrottino, Buyer II, 433-6240

FOR COUNCIL MEETING OF: May 31, 1994

SUMMARY

Attached is a tabulation of sealed proposals received by the City Clerk for furnishing equipment in accordance with the specifications used in the bidding process, and recommendation of bid award for Bid No. 1628 for Movable Seating Platform System, to be used by the Community/Convention Center.

BACKGROUND

The Movable Seating Platform System is being purchased by the Community/Convention Center to be used for events held in the expanded Sacramento Convention Center.

After reviewing the three bids submitted, holding pre-award conferences and checking references, it is staff's recommendation to award based on the lowest ultimate cost to the City. The bid specifications required the bidders to provide pricing on a base proposal with the option to bid on three (3) alternates. Alternate #1 included the base proposal with spring/foam upholstered seats and padded upholstered backs; Alternate #2 included the base proposal with aluminum plate platform deck; and Alternate #3 provided the bidders the opportunity to propose a movable platform system which they felt would optimize the number of seats available while conforming to the contract specifications thus allowing the City to take advantage of other configurations that may be available. Alternate #3 provided by Hussey Seating Co. provides for 2,508 seats with 112 ADA(Americans with Disabilities Act) seats for a total of 2,630 seats at a per seat cost of \$389.80. Irwin Seating Co. did not bid an Alternate #3 but their base bid provides for 2,492 seats at a per seat cost of \$408.55. Therefore, the Hussey Alternate #3 cost with the 112 ADA seats is \$18.75 per seat less than the Irwin proposal, and the Hussey Alternate #3 proposal includes 138 more seats than the Irwin proposal.

The Convention Center staff evaluated the relative comfort of the different seating options provided in the mockups and has determined that a fully-upholstered seat and back is preferred. The costs for fully-upholstered seats and backs were provided by the bidders in Alternate #1. When adding the per seat cost associated with a fully upholstered seat and back to the per seat cost as described in the above paragraph, the Hussey system is \$24.06 less per seat than the Irwin system.

In addition to initial system cost, staff feels it is necessary to have a factory representative readily available for any potential mechanical problems that may occur for events that have a critical set-up and take-down schedule. Hussey has a field representative and crew available in Auburn, CA who would be on-call with minimal travel time and no lodging costs. The Irwin staff would have to be flown in from Illinois with the associated travel and lodging costs incurred by the City.

Since the Hussey Seating Company's proposal provides the lowest ultimate cost to the City and provides the greatest number of seats, staff is recommending that the Council award a contract to Hussey Seating in accordance with their Alternate #3 proposal and with fully-upholstered seats and backs as provided under Alternate #1.

FINANCIAL CONSIDERATIONS

Sufficient funds for this purchase are available in the Community Center's CIP budget 419-500-PA14-4634.

POLICY CONSIDERATIONS

This recommendation is consistent with the requirements for competitive bidding as detailed in Title 57 of the Sacramento City Code.

MBE/WBE EFFORTS

Requests for bid (RFB) were sent to fifteen contractors, five of which were identified as M/WBE firms. The names of the prospective bidders were obtained from the City bid list and by researching the EBMUD Minority and Women Business Enterprise 1992-93 Directory and the State of California - Winter 1994 Disadvantaged Business (DB) and Women Business Enterprise (WBE) List. In addition, the RFB was sent to several bid advertising agencies, including the Minority Business Exchange and the Sacramento Business Development Center.

This bid included provisions for a five percent (5%) bid evaluation preference for City-certified, preference-eligible M/WBE firms. Of the three (3) bids received, none were from a certified Minority or Woman-Owned Business Enterprise.

Respectfully Submitted,



Robert B. Holbrook
Procurement Services Manager

RECOMMENDATION APPROVED:



for William H. Edgar
City Manager

1 Attachment

**BID TABULATION SHEET FOR
BID NO. 1628 - MOVABLE SEATING PLATFORM SYSTEM**

<u>Bidder</u>	<u>Base Bid</u>	<u>Alternate No. 1</u>	<u>Alternate No. 2</u>	<u>Alternate No. 3</u>	<u>M/WBE</u>	<u>Local Tax Preference</u>	<u>Payment Discount</u>
Irwin Seating Co.	\$1,018,100.87	\$1,068,939.09	\$1,102,517.00	No Bid	No	No	None
Hussey Seating Co.	\$1,083,486.00	\$1,096,718.00	\$1,336,809.00	\$1,021,264.00	No	No	Not Acceptable
Interkal, Inc.	\$1,577,970.00	No Bid	\$1,699,455.00	\$1,598,456.00	No	No	None

Award of Contract To: Hussey Seating Co.
Dyer Street
North Berwick, ME 03906

Original Estimated Cost: \$1,100,000.00

Total Bid Amount: \$1,034,496.00

Total Amount of Contract: \$1,034,496.00

Using Department: Community/Convention Center

Due Date: March 9, 1994

Total No. of Bids Solicited	No. of M/WBE Bids Solicited	No. of M/WBE Responses	Award to M/WBE Vendor?
15	5	0	No