



**San Francisco Office of the City Administrator
City Administrator Carmen Chu**

Plumbing Supplies Contract (TC75001)

File 24-1009

Office of Contract Administration

Board of Supervisors' Budget and Finance Committee

November 13, 2024

Contract Summary

- **PeopleSoft Contract ID:** 1000034314
- **Covered goods:** Plumbing supplies for all city departments to use.
- **Awarded contractor:** Underground Republic Water Works, Inc. (“Underground”), selected through an Invitation for Bids (“IFB”, Sourcing Event ID 0000009352) issued by the Office of Contract Administration (OCA) in July 2024.
- **Initial contract not to exceed amount and duration:** \$36,000,000, commencing on January 1, 2025 and ending on December 31, 2029, with the option to extend the term for two additional years through December 31, 2031.

Background

- Between 2021 and 2023, City departments encumbered approx. \$31 million dollars for the procurement of plumbing supplies (**an average \$10.3 million dollars per year**).
- The primary users of plumbing supplies are the **San Francisco Public Utilities Commission (“PUC”)** and **Department of Public Works (“DPW”)**.
- The bulk of these purchase (nearly 87%) is associated with Term Contracts established through OCA, **making OCA’s contracts for plumbing supplies essential to maintaining City operations.**

Sourcing Event 0000009352

- OCA issued an **Invitation for Bids on July 14, 2024** under Sourcing Event 0000009352.
- Sourcing Event 0000009352 **consisted of two Aggregates**. Aggregate 1 was based on all items carried by certain named manufacturers. Aggregate 2 was for 472 individual products procured primarily by PUC.
- Awards were **based on a Bidder meeting the Minimum Qualifications and being the lowest responsive Bidder** based on price.
- **Underground was deemed the lowest responsive Bidder for Lines 7, 8, 9, 11, 13, 16, 18, 26, and 29 in Aggregate 1 and the entirety of Aggregate 2.**

Contract Pricing Structure

- **Aggregate 1:** Award based on the Bidder(s) offering the greatest discount off of the Manufacturer List Price (“MLP”).
 - Underground’s discounts off of MLP for the manufacturers identified in Lines 7, 8, 9, 11, 13, 16, 18, 26, and 29 in Aggregate 1 range from 20% to 60%.
- **Aggregate 2:** Award based on specific pricing for 472 individual items. Pricing for these items can be adjusted annually.

Conclusion

- OCA's contracts for plumbing supplies are essential to maintaining City operations.
- Contract ID 1000034314 with Underground will provide these essential items to City departments for a duration of up to 7 years.
- OCA respectfully requests that the Board approve this contract to allow City departments (and particularly PUC and DPW) to continue procuring plumbing supplies, thereby ensuring uninterrupted continuation of their operations.

Reference materials

Table 1: Total PO Encumbrances by City Departments between 2021-2023 for Plumbing Supplies

Department	2021	2022	2023	Grand Total	Annual Average
PUC	\$ 7,341,493	\$ 10,045,492	\$ 6,369,363	\$ 23,756,348	\$ 7,918,783
DPW	\$ 1,048,542	\$ 1,248,539	\$ 1,494,546	\$ 3,791,626	\$ 1,263,875
AIR	\$ 344,993	\$ 401,224	\$ 827,141	\$ 1,573,358	\$ 524,453
DPH	\$ 89,502	\$ 161,640	\$ 376,199	\$ 627,341	\$ 209,114
MTA	\$ 190,086	\$ 58,622	\$ 73,069	\$ 321,777	\$ 107,259
REC	\$ 28,661	\$ 110,557	\$ 111,359	\$ 250,577	\$ 83,526
ADM	\$ 54,659	\$ 32,400	\$ 107,207	\$ 194,266	\$ 64,755
PRT	\$ 21,378	\$ 19,486	\$ 151,779	\$ 192,643	\$ 64,214
LIB	\$ 15,629	\$ 26,944	\$ 61,974	\$ 104,548	\$ 34,849
FIR	\$ 4,097	\$ 31,542	\$ 38,120	\$ 73,759	\$ 24,586
SHF	\$ 20,646	\$ 17,528	\$ 19,373	\$ 57,547	\$ 19,182
JUV	\$ 13,533	\$ 13,703	\$ 29,550	\$ 56,786	\$ 18,929
HSA	\$ 1,956	\$ 12,877	\$ 9,998	\$ 24,830	\$ 8,277
ART	\$ 11,271			\$ 11,271	\$ 3,757
Grand Total	\$ 9,186,445	\$ 12,180,554	\$ 9,669,678	\$ 31,036,677	\$ 10,345,559

Table 2: Total PO Encumbrances by PS Contract ID between 2021-2023 for Plumbing Supplies

Contract ID	2021	2022	2023	Grand Total	% of Total
1000014803 (OCA TC)	\$ 1,177,606	\$ 2,225,866	\$ 2,378,416	\$ 5,781,889	19%
1000014804 (OCA TC)	\$ 1,085,497	\$ 1,909,977	\$ 2,258,704	\$ 5,254,177	17%
1000016993 (OCA TC)	\$ 1,081,037	\$ 1,125,184	\$ 1,656,506	\$ 3,862,728	12%
1000020515 (OCA TC)	\$ 1,236,897	\$ 551,702	\$ 349,148	\$ 2,137,747	7%
1000022763 (OCA TC)	\$ 296,225	\$ 647,216	\$ 695,764	\$ 1,639,204	5%
1000023407 (OCA TC)	\$ 369,803	\$ 1,108,669		\$ 1,478,472	5%
1000014800 (OCA TC)	\$ 229,498	\$ 559,911	\$ 499,251	\$ 1,288,660	4%
1000019857 (OCA TC)	\$ 805,096	\$ 194,919	\$ 244,282	\$ 1,244,297	4%
1000020871 (OCA TC)		\$ 640,823	\$ 249,568	\$ 890,391	3%
1000023661 (OCA TC)		\$ 466,883	\$ 384,460	\$ 851,343	3%
1000001656 (OCA TC)	\$ 810,719	\$ -		\$ 810,719	3%
1000018958 (OCA TC)	\$ 343,833	\$ 181,370	\$ 239,825	\$ 765,028	2%
1000020686 (OCA TC)	\$ 260,394	\$ 176,076		\$ 436,469	1%
1000025845 (OCA TC)		\$ 88,820	\$ 198,944	\$ 287,764	1%
1000001583 (OCA TC)	\$ 195,532			\$ 195,532	1%
1000020466 (OCA TC)		\$ 111,434	\$ 1,804	\$ 113,237	0%
1000008931 (OCA TC)	\$ 50,703			\$ 50,703	0%
1000024166 (OCA TC)		\$ 34,068		\$ 34,068	0%
1000013827 (OCA TC)	\$ 7,807	\$ -		\$ 7,807	0%
1000030384 (AIR Dept Contract)			\$ 10,000	\$ 10,000	0%
1000026419 (AIR Dept Contract)		\$ 8,542		\$ 8,542	0%
No Contract	\$ 1,235,799	\$ 2,149,093	\$ 503,007	\$ 3,887,899	13%
Grand Total	\$ 9,186,445	\$ 12,180,554	\$ 9,669,678	\$ 31,036,677	100%

Table 3: Summary of all Aggregate 1 Awards under Sourcing Event 0000009352

Line	Manufacturer	Bidders	Awarded	Awarded Bidders' % off of MFR's List Price
1	AB&I	1. Ferguson Enterprises Inc 2. Sigillo Supply Inc	1. Ferguson Enterprises Inc 2. Sigillo Supply Inc	1. 46% 2. 42%
2	ACIPCO / American Ductile	1. Ferguson Enterprises Inc	1. Ferguson Enterprises Inc	1. 20%
3	Bell & Gossett	1. Ferguson Enterprises Inc 2. Fluid Gauge Company 3. Sigillo Supply Inc	1. Fluid Gauge Company 2. Sigillo Supply Inc	1. 25% 2. 20%
4	Blinc	1. Ferguson Enterprises Inc 2. Fluid Gauge Company 3. Sigillo Supply Inc	1. Fluid Gauge Company 2. Sigillo Supply Inc	1. 40% 2. 15%
5	Brecco	1. Core & Main LP 2. Ferguson Enterprises Inc	1. Core & Main LP 2. Ferguson Enterprises Inc	1. 40% 2. 5%
6	Charlotte Pipe and Foundry Co.	1. Ferguson Enterprises Inc 2. Sigillo Supply Inc	1. Ferguson Enterprises Inc 2. Sigillo Supply Inc	1. 15% 2. 42%
7	Clow	1. Core & Main LP 2. Ferguson Enterprises Inc 3. Underground Republic Water Works, Inc.	1. Core & Main LP 2. Underground Republic Water Works, Inc.	1. 42% 2. 20%
8	EBA	1. Core & Main LP 2. Ferguson Enterprises Inc 3. Underground Republic Water Works, Inc.	1. Ferguson Enterprises Inc 2. Underground Republic Water Works, Inc.	1. 45% 2. 50%

Table 3: Summary of all Aggregate 1 Awards under Sourcing Event 0000009352 Cont.

Line	Manufacturer	Bidders	Awarded	Awarded Bidders' % off of MFR's List Price
9	Febco	<ol style="list-style-type: none"> 1. Best Plumbing Specialties Inc 2. Core & Main LP 3. Ferguson Enterprises Inc 4. Fluid Gauge Company 5. Sigillo Supply Inc 6. Underground Republic Water Works, Inc. 	<ol style="list-style-type: none"> 1. Core & Main LP 2. Ferguson Enterprises Inc 3. Underground Republic Water Works, Inc. <p>Note: Three contracts are awarded due to a tie between Core & Main LP and Ferguson Enterprises Inc.</p>	<ol style="list-style-type: none"> 1. 42% 2. 42% 3. 48%
10	Ford Mtr Box Co.	<ol style="list-style-type: none"> 1. Core & Main LP 2. Ferguson Enterprises Inc 	<ol style="list-style-type: none"> 1. Core & Main LP 2. Ferguson Enterprises Inc 	<ol style="list-style-type: none"> 1. 40% 2. 41%
11	Hymax	<ol style="list-style-type: none"> 1. Core & Main LP 2. Ferguson Enterprises Inc 3. Underground Republic Water Works, Inc. 	<ol style="list-style-type: none"> 1. Ferguson Enterprises Inc 2. Underground Republic Water Works, Inc. 	<ol style="list-style-type: none"> 1. 42% 2. 45%
12	Industrial Valco	<ol style="list-style-type: none"> 1. Core & Main LP 2. Ferguson Enterprises Inc 3. Fluid Gauge Company 4. Sigillo Supply Inc 5. Underground Republic Water Works, Inc. 	<ol style="list-style-type: none"> 1. Fluid Gauge Company 2. Sigillo Supply Inc 	<ol style="list-style-type: none"> 1. 55% 2. 20%
13	James Jones Company	<ol style="list-style-type: none"> 1. Core & Main LP 2. Ferguson Enterprises Inc 3. Underground Republic Water Works, Inc. 	<ol style="list-style-type: none"> 1. Core & Main LP 2. Underground Republic Water Works, Inc. 	<ol style="list-style-type: none"> 1. 40% 2. 30%

Table 3: Summary of all Aggregate 1 Awards under Sourcing Event 0000009352 Cont.

Line	Manufacturer	Bidders	Awarded	Awarded Bidders' % off of MFR's List Price
14	Master Meter	<ol style="list-style-type: none">1. Core & Main LP2. Ferguson Enterprises Inc3. Underground Republic Water Works, Inc.	<ol style="list-style-type: none">1. Core & Main LP2. Ferguson Enterprises Inc	<ol style="list-style-type: none">1. 50%2. 5%
15	Merit Brass Co.	<ol style="list-style-type: none">1. Core & Main LP2. Ferguson Enterprises Inc3. Fluid Gauge Company4. Sigillo Supply Inc5. Underground Republic Water Works, Inc.	<ol style="list-style-type: none">1. Core & Main LP2. Sigillo Supply Inc	<ol style="list-style-type: none">1. 65%2. 70%
16	Midland Metal / Midland Industries	<ol style="list-style-type: none">1. Core & Main LP2. Ferguson Enterprises Inc3. Fluid Gauge Company4. Sigillo Supply Inc5. Underground Republic Water Works, Inc.	<ol style="list-style-type: none">1. Sigillo Supply Inc2. Underground Republic Water Works, Inc.	<ol style="list-style-type: none">1. 70%2. 60%
17	Milwaukee Electric Tool Corp.	<ol style="list-style-type: none">1. Core & Main LP2. Ferguson Enterprises Inc3. Fluid Gauge Company4. Sigillo Supply Inc5. Underground Republic Water Works, Inc.	<ol style="list-style-type: none">1. Fluid Gauge Company2. Sigillo Supply Inc	<ol style="list-style-type: none">1. 15%2. 10%
18	Mueller	<ol style="list-style-type: none">1. Core & Main LP2. Ferguson Enterprises Inc3. Underground Republic Water Works, Inc.	<ol style="list-style-type: none">1. Core & Main LP2. Underground Republic Water Works, Inc.	<ol style="list-style-type: none">1. 30%2. 30%

Table 3: Summary of all Aggregate 1 Awards under Sourcing Event 0000009352 Cont.

Line	Manufacturer	Bidders	Awarded	Awarded Bidders' % off of MFR's List Price
19	Mueller Streamline Co.	1. Core & Main LP 2. Ferguson Enterprises Inc 3. Fluid Gauge Company 4. Sigillo Supply Inc 5. Underground Republic Water Works, Inc.	1. Fluid Gauge Company 2. Sigillo Supply Inc	1. 75% 2. 47.5%
20	Nibco Inc.	1. Core & Main LP 2. Ferguson Enterprises Inc 3. Fluid Gauge Company 4. Sigillo Supply Inc	1. Ferguson Enterprises Inc 2. Sigillo Supply Inc	1. 40% 2. 62%
21	PDM STL SERV	1. Core & Main LP 2. Ferguson Enterprises Inc 3. Underground Republic Water Works, Inc.	1. Core & Main LP 2. Ferguson Enterprises Inc	1. 10% 2. 5%
22	PROFLO	1. Ferguson Enterprises Inc	1. Ferguson Enterprises Inc	1. 40%
23	Smith-Blair	1. Core & Main LP 2. Ferguson Enterprises Inc 3. Fluid Gauge Company 4. Sigillo Supply Inc	1. Core & Main LP 2. Sigillo Supply Inc	1. 30% 2. 10%
24	Spartan Tool, LLC	1. Ferguson Enterprises Inc 2. Fluid Gauge Company 3. Sigillo Supply Inc	1. Fluid Gauge Company 2. Sigillo Supply Inc	1. 15% 2. 5%

Table 3: Summary of all Aggregate 1 Awards under Sourcing Event 0000009352 Cont.

Line	Manufacturer	Bidders	Awarded	Awarded Bidders' % off of MFR's List Price
25	Spears Manufacturing Co.	1. Core & Main LP 2. Ferguson Enterprises Inc 3. Fluid Gauge Company 4. Sigillo Supply Inc 5. Underground Republic Water Works, Inc.	1. Core & Main LP 2. Sigillo Supply Inc	1. 50% 2. 45%
26	Tyler	1. Core & Main LP 2. Ferguson Enterprises Inc 3. Underground Republic Water Works, Inc.	1. Ferguson Enterprises Inc 2. Underground Republic Water Works, Inc.	1. 46% 2. 52%
27	US Pipe	1. Core & Main LP	1. Core & Main LP	1. 10%
28	Victaulic	1. Core & Main LP 2. Ferguson Enterprises Inc 3. Fluid Gauge Company	1. Ferguson Enterprises Inc 2. Fluid Gauge Company	1. 51% 2. 50%
29	Watts	1. Best Plumbing Specialties Inc 2. Core & Main LP 3. Ferguson Enterprises Inc 4. Fluid Gauge Company 5. Sigillo Supply Inc 6. Underground Republic Water Works, Inc.	1. Core & Main LP 2. Underground Republic Water Works, Inc.	1. 45% 2. 48%
30	Miscellaneous Group of 106 MFRs	1. Core & Main LP 2. Ferguson Enterprises Inc 3. Fluid Gauge Company 4. Sigillo Supply Inc	1. Fluid Gauge Company 2. Sigillo Supply Inc	1. 40% 2. 20%

Table 4: Summary of Aggregate 2 Award under Sourcing Event 000009352

Aggregate	Bidders	Awarded
2	1. Core & Main LP 2. Underground Republic Water Works, Inc.	1. Underground Republic Water Works, Inc.

Table 5: Contract NTE Calculations for Contract ID 100034314 with Underground Republic Water Works, Inc.

Underground Republic Water Works, Inc. (Contract ID 100034314)	Total Bid Price	Contract NTE (5 Years)	Contract NTE (7 Years)
Aggregate 1, Line 7	20% off of MFR's List Price	\$100,000 (Advertised NTE)	\$140,000 (Advertised NTE Proportionally Increased)
Aggregate 1, Line 8	50% off of MFR's List Price	\$1,000,000 (Advertised NTE)	\$1,400,000 (Advertised NTE Proportionally Increased)
Aggregate 1, Line 9	48% off of MFR's List Price	\$100,000 (Advertised NTE)	\$140,000 (Advertised NTE Proportionally Increased)
Aggregate 1, Line 11	45% off of MFR's List Price	\$100,000 (Advertised NTE)	\$140,000 (Advertised NTE Proportionally Increased)
Aggregate 1, Line 13	30% off of MFR's List Price	\$100,000 (Advertised NTE)	\$140,000 (Advertised NTE Proportionally Increased)
Aggregate 1, Line 16	60% off of MFR's List Price	\$100,000 (Advertised NTE)	\$140,000 (Advertised NTE Proportionally Increased)
Aggregate 1, Line 18	30% off of MFR's List Price	\$1,000,000 (Advertised NTE)	\$1,400,000 (Advertised NTE Proportionally Increased)
Aggregate 1, Line 26	52% off of MFR's List Price	\$1,000,000 (Advertised NTE)	\$1,400,000 (Advertised NTE Proportionally Increased)
Aggregate 1, Line 29	48% off of MFR's List Price	\$100,000 (Advertised NTE)	\$140,000 (Advertised NTE Proportionally Increased)
Aggregate 2 (Specific Products List)	\$5,904,395.84	\$29,521,979.20 (Bid Amount)	\$41,330,770.88 (Bid Amount)
Total Estimated Spend		\$33,121,979.20	\$46,370,770.88
Estimated Sales Tax (8.625%)		\$2,856,770.71	\$3,999,478.99
Total Contract NTE Rounded to the Nearest 100,000		\$36,000,000	\$50,400,000