



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

Industrial Supplies Contract (TC 74103)

File 22-1055

Industrial Supplies Contract (TC 74105)

File 22-1056

Electrical Supplies & Fixtures Contract (TC 77524)

File 22-1057

Office of Contract Administration

Board of Supervisors' Budget and Finance Committee

November 9, 2022



Summary of Contracts

- **Term Contract 74103—Industrial Supplies** with MSC Industrial Supplies Company Inc.
 - Awarded via competitive solicitation in May 2017
 - Current NTE \$14,277,623, ending on June 30, 2023
- **Term Contract 74105—Industrial Supplies** with W.W. Grainger, Inc.
 - OCA utilized results of national cooperative solicitation to award contract in July 2020, per § 21.16(b)
 - Current NTE \$12,100,000, ending on December 31, 2022
- **Term Contract 77524—Electrical Supplies & Fixtures** with Buckles-Smith Electric Co.
 - Awarded via competitive solicitation in July 2017
 - Current NTE \$13,946,868, ending on June 30, 2023
- Pricing based on **% discount** off manufacturers' catalogs

Contract Expenditures

| | FY16-17 (2 months) | FY17-18 | FY18-19 | FY19-20 | FY20-21 | FY21-22 | FY22-23 (Approx. 2 months) | TOTAL SPEND | Avg. Monthly Spend |
|---|-----------------------|----------|----------|----------|----------|----------|----------------------------------|----------------|--------------------------|
| Industrial Supplies <i>(MSC)</i> | \$119 K | \$1.80 M | \$1.96 M | \$2.56 M | \$1.66 M | \$2.90 M | \$1.05 M | \$12.03 M | \$191 K |
| Industrial Supplies <i>(Grainger)</i> | — | — | — | — | \$3.38 M | \$5.75 M | \$1.81 M | \$10.95 M | \$421 K |
| Electrical Supplies & Fixtures <i>(Buckles- Smith)</i> | — | \$1.84 M | \$2.34 M | \$1.92 M | \$2.28 M | \$3.70 M | \$1.08 M | \$13.16 M | \$216 K |

Contract Expenditures

- Substantial increases in expenditures during fiscal year 2021 to 2022 because of inflation, resulting in overall higher pricing of products.
- Contract balances are insufficient to meet City's business needs.

Contract Expenditures

TC 74103—Industrial Supplies with MSC Industrial Supplies Company Inc.

| | FY 16-17 | FY 17-18 | FY 18-19 | FY 19-20 | FY 20-21 | FY 21-22 | FY 22-23 (2 months) | TOTAL |
|--------------|-------------------|---------------------|---------------------|---------------------|---------------------|---------------------|------------------------|----------------------|
| PUC | \$ 58,016 | \$ 928,716 | \$ 740,403 | \$ 1,092,984 | \$ 752,280 | \$ 904,232 | \$ 281,956 | \$ 4,758,588 |
| AIR | \$ 3,135 | \$ 284,208 | \$ 671,429 | \$ 897,318 | \$ 612,517 | \$ 858,599 | \$ 305,250 | \$ 3,632,456 |
| MTA | \$ 57,391 | \$ 485,461 | \$ 438,085 | \$ 314,016 | \$ 154,222 | \$ 281,466 | \$ 163,024 | \$ 1,893,665 |
| PRT | — | \$ 6,347 | \$ 50,493 | \$ 167,485 | \$ 75,999 | \$ 25,813 | \$ 1,163 | \$ 327,301 |
| ADM | — | \$ 10,000 | — | \$ 36,779 | \$ 32,750 | \$ 89,238 | \$ 24,499 | \$ 193,266 |
| FIR | — | \$ 48,316 | — | \$ 25,500 | \$ 12,024 | \$ 7,621 | \$ 7,500 | \$ 100,961 |
| LIB | — | \$ 16,363 | \$ 20,189 | \$ 6,224 | \$ 4,462 | \$ 9,206 | — | \$ 56,444 |
| DPW | — | \$ 16,750 | \$ 18,000 | \$ 14,933 | \$ 808 | \$ 724,546 | \$ 261,993 | \$ 1,037,030 |
| DPH | — | — | \$ 19,770 | \$ 1,104 | \$ 1,930 | — | — | \$ 22,804 |
| DAT | — | — | — | — | \$ 7,000 | — | — | \$ 7,000 |
| JUV | — | — | — | \$ 1,641 | \$ 1,042 | \$ 182 | — | \$ 2,865 |
| TOTAL | \$ 118,542 | \$ 1,796,161 | \$ 1,958,369 | \$ 2,557,984 | \$ 1,655,035 | \$ 2,900,903 | \$ 1,045,384 | \$ 12,032,378 |

Contract Expenditures

TC 74105—Industrial Supplies with W.W. Grainger, Inc.

| | FY 20-21 | FY 21-22 | FY 22-23 (1.5 months) | TOTAL |
|--------------|---------------------|---------------------|--------------------------|----------------------|
| PUC | \$ 1,095,906 | \$ 1,516,511 | \$ 275,465 | \$ 2,887,882 |
| AIR | \$ 867,937 | \$ 1,045,486 | \$ 259,926 | \$ 2,173,349 |
| ADM | \$ 241,710 | \$ 433,586 | \$ 379,338 | \$ 1,054,633 |
| REG | \$ 26,843 | \$ 472,862 | \$ 100,000 | \$ 599,705 |
| FIR | \$ 222,761 | \$ 197,840 | \$ 170,608 | \$ 591,209 |
| MTA | \$ 63,022 | \$ 341,614 | \$ 102,114 | \$ 506,750 |
| DPH | \$ 126,999 | \$ 211,096 | \$ 150,000 | \$ 488,095 |
| DEM | \$ 63,436 | \$ 403,063 | \$ 20,000 | \$ 486,499 |
| LIB | \$ 138,140 | \$ 210,442 | \$ 89,951 | \$ 438,532 |
| POL | \$ 115,486 | \$ 177,422 | \$ 92,060 | \$ 384,967 |
| REC | \$ 146,295 | \$ 154,030 | \$ 4,482 | \$ 304,807 |
| OTHER | \$ 272,814 | \$ 589,863 | \$ 165,949 | \$ 1,028,627 |
| TOTAL | \$ 3,381,348 | \$ 5,753,815 | \$ 1,809,892 | \$ 10,945,056 |

Contract Expenditures

TC 77524—Electrical Supplies & Fixtures with Buckles-Smith Electric Co.

| | FY 17-18 | FY 18-19 | FY 19-20 | FY 20-21 | FY 21-22 | FY 22-23 (2 months) | TOTAL |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|------------------------|---------------------|
| PUC | \$ 1,061,613 | \$ 1,262,157 | \$ 1,137,557 | \$ 1,691,733 | \$ 2,565,844 | \$ 493,848 | \$ 8,212,751 |
| AIR | \$ 84,109 | \$ 211,588 | \$ 263,695 | \$ 176,951 | \$ 619,548 | \$ 234,158 | \$ 1,590,049 |
| DPW | \$ 220,592 | \$ 283,275 | \$ 135,581 | \$ 128,791 | \$ 132,815 | \$ 51,044 | \$ 952,098 |
| MTA | \$ 34,437 | \$ 201,900 | \$ 121,761 | \$ 68,329 | \$ 162,353 | \$ 31,581 | \$ 620,360 |
| TIS | — | \$ 95,517 | \$ 69,017 | \$ 82,193 | \$ 107,384 | \$ 159,910 | \$ 514,021 |
| LIB | \$ 65,146 | \$ 105,690 | \$ 47,927 | \$ 29,569 | \$ 23,454 | \$ 36,824 | \$ 308,610 |
| ENV | \$ 270,600 | — | — | — | — | — | \$ 270,600 |
| REC | \$ 38,677 | \$ 86,132 | \$ 7,045 | \$ 54,695 | \$ 20,641 | — | \$ 207,190 |
| DPH | \$ 36,162 | \$ 28,409 | \$ 42,650 | \$ 35,000 | \$ 41,966 | \$ 60,141 | \$ 244,328 |
| PRT | — | \$ 34,359 | \$ 69,297 | \$ 7,152 | \$ 13,989 | — | \$ 124,797 |
| ADM | \$ 33,579 | \$ 28,218 | \$ 25,211 | \$ 8,458 | \$ 5,037 | \$ 13,189 | \$ 113,692 |
| JUV | — | — | — | \$ 452 | \$ 3,104 | — | \$ 3,556 |
| TOTAL | \$ 1,844,916 | \$ 2,337,245 | \$ 1,919,741 | \$ 2,283,323 | \$ 3,696,135 | \$ 1,080,693 | \$13,162,053 |

Proposed Amendments

- Agree with BLA recommendations
- Industrial Term Contract 74103—Industrial Supplies with MSC Industrial Supplies Company Inc.
 - Increase NTE by \$900,000, to **\$15,177,623**
- Industrial Term Contract 74105—Industrial Supplies with W.W. Grainger, Inc.
 - Increase NTE by \$8,800,000, to **\$20,900,000**
 - Extend end date by 1 year, to **December 31, 2023**
- Electrical Term Contract 77524—Electrical Supplies & Fixtures with Buckles-Smith Electric Co.
 - Increase NTE by \$3,000,000, to **\$16,946,868**

Thank You