



**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