



# **The County of El Dorado**

## **Chief Administrative Office**

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**Procurement & Contracts Division**  
Phone (530)621-5830

TO: ALL BIDDERS

RE: BID # 23-630-041  
Waterborne Traffic Line Paint

The apparent low qualified bidder for the subject bid is LBS Enterprises, LLC dba Allstate Coatings Company of Gladewater, TX.

A spreadsheet is attached for your review.

This item is scheduled to be heard by the Board of Supervisors on Tuesday, 3/21/2023. Board of Supervisors Policy C-17, Section 3.3.1 (F), contains the procedure for the protest process. Copies are available upon request.

Following Board of Supervisors approval, a purchase contract will be issued for the awarded period.

This notification is posted on the following websites:

<https://pbsystem.planetbids.com/portal/48157/portal-home>

<https://www.edcgov.us/Government/Contracts/Pages/Bid-Results.aspx>

All bids are on file in the Procurement & Contracts Office and are available to review by appointment between 8:00 a.m. – 12:00 p.m. and 1:00 p.m. – 4:00 p.m., Monday through Friday.

For questions, please contact Rick Blake, Sr. Buyer (530) 621-5873.

Thank you for your participation in the competitive bid process.

Purchasing Agent

**BID #23-630-041 - Evaluation  
WATERBORNE TRAFFIC LINE PAINT**

|                                |                       |  |                   |  |                   |  |                   |
|--------------------------------|-----------------------|--|-------------------|--|-------------------|--|-------------------|
| <b>Name of Firm</b>            |                       | Millennium Paints  |                   | International Coatings Company, Inc.                     |                   | Statewide Safety Systems                                   |                   |
| <b>City/State</b>              |                       | Riverside, CA  |                   | Cerritos, CA   |                   | Sacramento, CA   |                   |
| <b>Telephone</b>               |                       | 951-333-0298   |                   | 562-926-1010   |                   | 916-452-4855   |                   |
| <b>Fax #</b>                   |                       |  |                   | 562-926-9486   |                   |  |                   |
| <b>Email</b>                   |                       | <a href="mailto:chrisdavila@millennium-">chrisdavila@millennium-</a> |                   | <a href="mailto:bidbiz@iccink.com">bidbiz@iccink.com</a> |                   | <a href="mailto:services@stssi.com">services@stssi.com</a> |                   |
| <b>ARO Delivery Time</b>       |                       | 4 Days ARO   |                   | 14 Days ARO  |                   | 30 Days ARO  |                   |
| <b>LVN Certified?</b>          |                       | No   |                   | No   |                   | No   |                   |
| <b>Invoice Terms</b>           |                       | 2%/21 Days   |                   | Net 45   |                   | Net 45   |                   |
| <b>Description</b>             | <b>QTY/<br/>TOTES</b> | <b>Price</b>   | <b>Ext. Total</b> | <b>Price</b>   | <b>Ext. Total</b> | <b>Price</b>   | <b>Ext. Total</b> |
| Yellow Paint - 250 Gallon Tote | 46                    | \$ 3,956.70  | \$ 182,008.20     | \$ 3,137.50  | \$ 144,325.00     | \$ 4,062.50  | \$ 186,875.00     |
| White Paint - 250 Gallon Tote  | 20                    | \$ 3,263.70  | \$ 65,274.00      | \$ 3,597.50  | \$ 71,950.00      | \$ 4,662.50  | \$ 93,250.00      |
| Black Paint - 250 Gallon Tote  | 8                     | \$ 2,805.00  | \$ 22,440.00      | \$ 2,862.50  | \$ 22,900.00      | \$ 3,707.50  | \$ 29,660.00      |
| White Paint - 5 Gallon Bucket  | 128                   | \$ 87.56   | \$ 11,207.68      | \$ 67.00   | \$ 8,576.00       | \$ 86.90   | \$ 11,123.20      |
| Yellow Paint - 5 Gallon Bucket | 32                    | \$ 106.59  | \$ 3,410.88       | \$ 63.95   | \$ 2,046.40       | \$ 82.95   | \$ 2,654.40       |
| <b>Sub-Total</b>               |                       | \$ 284,340.76  |                   | \$ 249,797.40  |                   | \$ 323,562.60  |                   |
| <b>LVP</b>                     |                       | No \$ -  |                   | No \$ -  |                   | No \$ -  |                   |
| <b>Prompt Payment Disc.</b>    |                       | 2%/21 Days \$ (5,686.82)   |                   | Net 45 \$ -  |                   | Net 45 \$ -  |                   |
| <b>Grand Total:</b>            |                       | \$ 278,653.94  |                   | \$ 249,797.40  |                   | \$ 323,562.60  |                   |
| <b>NOTES:</b>                  |                       |  |                   |  |                   |  |                   |

**BID #23-630-041 - Evaluation  
WATERBORNE TRAFFIC LINE PAINT**

|                                |                       |  |                   |  |                   |  |                   |
|--------------------------------|-----------------------|--|-------------------|--|-------------------|--|-------------------|
| <b>Name of Firm</b>            |                       | Allstate Coatings Company  |                   | Ennis-Flint, Inc.  |                   | Roadsafe Traffic Systems   |                   |
| <b>City/State</b>              |                       | Gladewater, TX   |                   | Greensboro, NC   |                   | Sutter, CA   |                   |
| <b>Telephone</b>               |                       | 903-845-6436   |                   | 336-308-3970   |                   | 916-767-8914   |                   |
| <b>Fax #</b>                   |                       |  |                   | 336-218-6746   |                   |  |                   |
| <b>Email</b>                   |                       | <a href="mailto:acc@allstatecoatings.com">acc@allstatecoatings.com</a> |                   | <a href="mailto:dl-ts-contracts@ppg.com">dl-ts-contracts@ppg.com</a> |                   | <a href="mailto:kevin.cantwell@roadsafetraffic.com">kevin.cantwell@roadsafetraffic.com</a> |                   |
| <b>ARO Delivery Time</b>       |                       | 30 Days ARO  |                   | 14 Days ARO  |                   | 10-14 Days ARO   |                   |
| <b>LVN Certified?</b>          |                       | No   |                   | No   |                   | No   |                   |
| <b>Invoice Terms</b>           |                       | Net 45   |                   | Net 45   |                   | Net 45   |                   |
| <b>Description</b>             | <b>QTY/<br/>TOTES</b> | <b>Price</b>   | <b>Ext. Total</b> | <b>Price</b>   | <b>Ext. Total</b> | <b>Price</b>   | <b>Ext. Total</b> |
| Yellow Paint - 250 Gallon Tote | 46                    | \$ 2,915.00  | \$ 134,090.00     | \$ 3,592.50  | \$ 165,255.00     | \$ 4,675.50  | \$ 215,073.00     |
| White Paint - 250 Gallon Tote  | 20                    | \$ 2,848.00  | \$ 56,960.00      | \$ 3,690.00  | \$ 73,800.00      | \$ 4,417.50  | \$ 88,350.00      |
| Black Paint - 250 Gallon Tote  | 8                     | \$ 2,750.00  | \$ 22,000.00      | \$ 3,417.50  | \$ 27,340.00      | \$ 4,208.00  | \$ 33,664.00      |
| White Paint - 5 Gallon Bucket  | 128                   | \$ 61.00   | \$ 7,808.00       | \$ 81.30   | \$ 10,406.40      | \$ 105.20  | \$ 13,465.60      |
| Yellow Paint - 5 Gallon Bucket | 32                    | \$ 62.00   | \$ 1,984.00       | \$ 79.35   | \$ 2,539.20       | \$ 112.25  | \$ 3,592.00       |
| <b>Sub-Total</b>               |                       | \$ 222,842.00  |                   | \$ 279,340.60  |                   | \$ 354,144.60  |                   |
| <b>LVP</b>                     |                       | No   |                   | No   |                   | No   |                   |
| <b>Prompt Payment Disc.</b>    |                       | Net 45   |                   | Net 45   |                   | Net 45   |                   |
| <b>Grand Total:</b>            |                       | <b>\$ 222,842.00</b>   |                   | <b>\$ 279,340.60</b>   |                   | <b>\$ 354,144.60</b>   |                   |
| <b>NOTES:</b>                  |                       | 275 Gallon Totes   |                   |  |                   |  |                   |