



The County of El Dorado

Chief Administrative Office

Procurement & Contracts Division

Phone (530)621-5830

TO: ALL BIDDERS

RE: BID # 2025-0177
Waterborne Traffic Line Paint

The apparent low qualified bidders for the subject bid are:

Option A: Ennis-Flint, Inc. of Greensboro, NC.

Option B: International Coatings Company, Inc. of Cerritos, CA.

A spreadsheet is attached for your review.

This item is scheduled to be heard by the Board of Supervisors on Tuesday, March 3, 2026. Board of Supervisors Policy C-17, section 5.6.5, contains the procedure for the protest process. Copies are available upon request.

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

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.


Kathy Lutzner


Michele Weimer (Jan 30, 2026 10:19:31 PST)

Purchasing Agent

**BID #2025-0177 Evaluation
WATERBORNE TRAFFIC LINE PAINT**

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OPTION A: 250 GALLON SQUARE STAINLESS-STEEL TOTES											
Name of Firm		International Coatings Company, Inc.		LBS Enterprises, LLC dba: Allstate Coatings Co.		Ennis-Flint, Inc.		Gentem Inc. USA		Blue Angel International Inc.	
City/State		Cerritos, CA		Gladewater, TX		Greensboro, NC		Barrie, Ontario		Berkeley, CA	
Telephone		562-926-1010		903-845-6436		336-308-3970		888-919-8842		510-931-7777	
Fax #				903-445-8684				705-333-3915			
Email		bidbiz@iccink.com		acc@allstatecoatings.com		dl-ts-contracts@ppg.com		asharma@gentem.ca		care@blueangel.com	
ARO Delivery Time		14 Days ARO		30 Days ARO		10-15 Days ARO		12 Days ARO		7-30 Days ARO	
LVN Certified?		No		No		No		No		No	
Invoice Terms		Net 45		Net 45		Net 45		Net 45		Net 45	
Description	QTY/ TOTES	Price	Ext. Total	Price	Ext. Total	Price	Ext. Total	Price	Ext. Total	Price	Ext. Total
Yellow Paint - 250 Gallon Tote	46	\$0.00	\$ -	\$0.00	\$ -	\$ 3,492.50	\$ 160,655.00	\$ 4,220.00	\$ 194,120.00	\$0.00	\$ -
White Paint - 250 Gallon Tote	20	\$0.00	\$ -	\$0.00	\$ -	\$ 3,590.00	\$ 71,800.00	\$ 4,220.00	\$ 84,400.00	\$0.00	\$ -
Black Paint - 250 Gallon Tote	8	\$0.00	\$ -	\$0.00	\$ -	\$ 3,317.50	\$ 26,540.00	\$ 4,220.00	\$ 33,760.00	\$0.00	\$ -
White Paint - 5 Gallon Bucket	128	\$0.00	\$ -	\$0.00	\$ -	\$ 79.30	\$ 10,150.40	\$ 91.15	\$ 11,667.20	\$0.00	\$ -
Yellow Paint - 5 Gallon Bucket	32	\$0.00	\$ -	\$0.00	\$ -	\$ 77.35	\$ 2,475.20	\$ 91.15	\$ 2,916.80	\$0.00	\$ -
Sub-Total			\$0.00		\$0.00		\$271,620.60		\$326,864.00		\$0.00
LVP		No	\$0.00	No	\$0.00	No	\$0.00	No	\$0.00	No	\$0.00
Prompt Payment Disc.		No	\$0.00	No	\$0.00	No	\$0.00	No	\$0.00	No	\$0.00
Grand Total:			\$ -		\$ -		\$ 271,620.60		\$ 326,864.00		\$ -
NOTES:		No Bid - Option A		No Bid - Option A						No Bid - Option A	

**BID #2025-0177 Evaluation
WATERBORNE TRAFFIC LINE PAINT**

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OPTION B: 250 GALLON STEEL CAGED IBC TOTES											
Name of Firm		International Coatings Company, Inc.		LBS Enterprises, LLC dba: Allstate Coatings Co.		Ennis-Flint, Inc.		Gentem Inc. USA		Blue Angel International Inc.	
City/State		Cerritos, CA		Gladewater, TX		Greensboro, NC		Barrie, Ontario		Berkeley, CA	
Telephone		562-926-1010		903-845-6436		336-308-3970		888-919-8842		510-931-7777	
Fax #				903-445-8684				705-333-3915			
Email		bidbiz@iccink.com		acc@allstatecoatings.com		dl-ts-contracts@ppg.com		asharma@gentem.ca		care@blueangel.com	
ARO Delivery Time		14 Days ARO		30 Days ARO		10-15 Days ARO		12 Days ARO		7-30 Days ARO	
LVN Certified?		No		No		No		No		No	
Invoice Terms		Net 45		Net 45		Net 45		Net 45		Net 45	
Description	QTY/ TOTES	Price	Ext. Total	Price	Ext. Total	Price	Ext. Total	Price	Ext. Total	Price	Ext. Total
Yellow Paint - 250 Gallon Tote	46	\$ 2,767.50	\$ 127,305.00	\$ 3,007.50	\$ 138,345.00	\$ 3,062.50	\$ 140,875.00	\$0.00	\$ -	\$ 4,285.00	\$ 197,110.00
White Paint - 250 Gallon Tote	20	\$ 2,852.50	\$ 57,050.00	\$ 2,932.50	\$ 58,650.00	\$ 2,875.00	\$ 57,500.00	\$0.00	\$ -	\$ 4,285.00	\$ 85,700.00
Black Paint - 250 Gallon Tote	8	\$ 2,642.50	\$ 21,140.00	\$ 2,782.50	\$ 22,260.00	\$ 2,750.00	\$ 22,000.00	\$0.00	\$ -	\$ 4,285.00	\$ 34,280.00
White Paint - 5 Gallon Bucket	128	\$ 60.10	\$ 7,692.80	\$ 62.30	\$ 7,974.40	\$ 67.50	\$ 8,640.00	\$0.00	\$ -	\$ 88.35	\$ 11,308.80
Yellow Paint - 5 Gallon Bucket	32	\$ 58.40	\$ 1,868.80	\$ 63.50	\$ 2,032.00	\$ 71.25	\$ 2,280.00	\$0.00	\$ -	\$ 88.35	\$ 2,827.20
Sub-Total			\$ 215,056.60		\$ 229,261.40		\$ 231,295.00		\$ -		\$ 331,226.00
LVP		No	\$0.00	No	\$0.00	No	\$0.00	No	\$0.00	No	\$0.00
Prompt Payment Disc.		No	\$0.00	No	\$0.00	No	\$0.00	No	\$0.00	No	\$0.00
Grand Total:			\$ 215,056.60		\$ 229,261.40		\$ 231,295.00		\$ -		\$ 331,226.00
NOTES:								No Bid - Option B			