



Cooperative Purchasing

**AMY S. RHINEHART**  
*School Purchasing Officer*  
P: 315.963.4253 | C: 315.297.3214  
*arhinehart@CITiboces.org*

---

## MEMORANDUM

---

**TO:** Christopher J. Todd, District Superintendent  
**FROM:** Amy Rhinehart, School Purchasing Officer  
**SUBJECT:** Bid Award B18-6001 – Welding Supplies and Materials  
**DATE:** 6/28/2018  
**CC:** Michael Sheperd, Assistant Superintendent for Administrative Services  
Gisele Benigno, Coordinator of Business Administration

---

The Center for Instruction, Technology & Innovation (CITI) coordinated a cooperative bid for welding supplies and materials for the participation of CITi and the Central Square School District.

Bid proposals were opened for cooperative bid B18-6001 Welding Supplies and Materials, on May 16, 2018 at 2:00 p.m. The bid was advertised in the Palladium Times, posted on CITi's Cooperative Purchasing web site, and e-mailed directly to thirteen (13) vendors of which five (5) responded.

Bid B18-6001 is divided into five (5) categories: Industrial Gases, Hard Goods, Filler Metal, Welding Materials, and Safety Materials. The bid is structured to award each category in an aggregate manner. Bidders are encouraged to bid at least 95% of the line items within each category to be considered for the award.

A total of one hundred twenty-one (121) items were solicited on this bid, a tabulation of the analysis begins on the following page:



**CATEGORY: Filler Metal (Aggregate Award)**

Number of items solicited in this category: 20

Vendors	Number of Items Bid in Category	Number of Items Rejected in Category	% Items Bid	Total of Twenty (20) Common Items	Category Total
Haun Welding Supply	20	0	100%	\$22,323.51	
Metco Supply, Inc.	8	0	40%		
Pacemaker Millar Group	0	-	-		
Praxair Distribution, Inc.	20	0	100%	\$19,164.36	\$19,164.36
Steel Sales, Inc.	0	-	-		
<b>Category Award:</b>				<b>20 Items</b>	<b>\$19,164.36</b>

**Filler Metal Analysis: Praxair Distribution, Inc.** provided the lowest responsive aggregate bid for the **twenty (20) items** in the Filler Metal category with a total value of **\$19,164.36**.

**CATEGORY: Industrial Gasses (Aggregate Award)**

Number of items solicited in this category: 14\*

*\*Please note eleven (11) line items in the Industrial Gases category are for actual gas products. Three (3) additional line items are for the bidder to identify: cylinder yearly rental fee (bid item: 06-025-110); cylinder recovery or handling fee (bid item: 60-025-115); and hazardous material charge (bid item: 60-025-120). Bidders will not be disqualified if their bid threshold is not 95% because they did not submit pricing for these three bid items.*

Vendors	Number of Items Bid	Number of Gas Items Bid	% Gas Items Bid	Total of All Gas Items in Category <i>(11 Items)</i>	Cylinder Rental Fee <i>(per Cylinder)</i>	Hazardous Material Charge <i>(per Order Placed)</i>	Cylinder Recover/ Handling Fee	Category Total <i>(Gas Plus Cylinder Rental Fees)</i>
Haun Welding Supply	13	11	100%	\$3,396.95	\$21.00 149 Cylinders Requested on Bid = \$3,129	\$13.95	NO BID	\$6,525.95
Metco Supply, Inc.	0	0	-	-	-	-	-	-
Pacemaker Millar Group	0	0	-	-	-	-	-	-
Praxair Distribution, Inc.	13	11	100%	\$2,952.94	\$20.00 149 Cylinders Requested on Bid = \$2,980	\$13.00	NO BID	\$5,932.94
Steel Sales	0	0	-	-	-	-	-	-
<b>Category Award</b>							<b>13 Items</b>	<b>\$5,932.94</b>



**Welding Gases Analysis: Praxair Distribution, Inc.** provided the lowest responsive aggregate bid for the Welding Gases category at **\$5,932.94** for the eleven (11) gas items and two (2) associated line items (cylinder rental fee and hazardous material charge).

**CATEGORY: Hard Goods (Aggregate Award)**

Number of items solicited in this category: 49

Vendors	Number of Items Bid in Category	Number of Items Rejected in Category	% Items Bid	Total of Thirty-Five (35) Common Items	Total of Forty-Six (46) Common Items	Category Total
Haun Welding Supply	49	0	100%	\$13,834.68	\$18,679.33	
Metco Supply, Inc.	36	0	73.5%	\$20,452.83		
Pacemaker Millar Group	0	-	-			
Praxair Distribution, Inc.	46	0	93.9%	\$11,813.42	\$16,694.74	\$16,694.74
Steel Sales, Inc.	0	-	-			
<b>Category Award:</b>					<b>46 Items</b>	<b>\$16,694.74</b>

**Hard Goods Analysis: Praxair Distribution, Inc.** provided the lowest responsive aggregate bid for **forty-six (46)** common items in the Hard Goods category with a total value of **\$16,694.74**.

**CATEGORY: Welding Materials (Aggregate Award)**

Number of items solicited in this category: 14

Vendors	Number of Items Bid in Category	Number of Items Rejected in Category	% Items Bid	Total of Twelve (12) Common Items	Total of Fourteen (14) Common Items	Category Total
Haun Welding Supply	0	-	-			
Metco Supply, Inc.	12	0	85.7%	\$23,215.00		
Pacemaker Millar Group	14	0	100%	\$21,680.75	\$46,670.75	
Praxair Distribution, Inc.	0	-	-			
Steel Sales, Inc.	14	0	100%	\$14,409.53	\$29,290.13	\$29,290.13
<b>Category Award:</b>					<b>14 Items</b>	<b>\$29,290.13</b>



**Welding Materials Analysis: Steel Sales, Inc.** provided the lowest responsive aggregate bid for the **fourteen (14)** line items in the Welding Materials category with a total value of **\$29,290.13**.

**CATEGORY: Welding Safety Supplies (Aggregate Award)**

Number of items solicited in this category: 24

Vendors	Number of Items Bid in Category	Number of Items Rejected in Category	% Items Bid	Total of Twenty-Three (23) Common Items	Category Total
Haun Welding Supply	24	0	100%	\$30,949.90	
Metco Supply, Inc.	8	0	33.3%		
Pacemaker Millar Group	-	-	-		
Praxair Distribution, Inc.	24	1	95.8%	\$23,864.66	\$23,864.66
Steel Sales, Inc.	0	0	-		
<b>Category Award:</b>				<b>23 Items</b>	<b>\$23,864.66</b>

**Welding Safety Supplies Analysis: Praxair Distribution, Inc.** provided the lowest responsive aggregate bid for **twenty-three (23)** common items in the Welding Safety Supplies category with a total value of **\$23,864.66**.

**CATEGORY SUMMARY:**

Category	Vendor	# of Awarded items	Total Award
Filler Metal	Praxair Distribution, Inc.	20	\$19,164.36
Industrial Gasses	Praxair Distribution, Inc.	13	\$5,932.94
Hard Goods	Praxair Distribution, Inc.	46	\$16,694.74
Welding Materials	Steel Sales, Inc.	14	\$29,290.13
Safety Materials	Praxair Distribution, Inc.	23	\$23,864.66
<b>Total Award</b>		<b>116 Items</b>	<b>\$94,946.83</b>
<b>No Bid</b>		4	
<b>No Award/Items Rejected</b>		1	

**Recommendation:** The Welding Supplies and Materials Cooperative Bid B18-6001 with a contract date of August 1, 2018 to July 31, 2019 for the categories of Industrial Gases, Hard Goods, Filler Metal, and Safety Materials AND August 1, 2018 to January 31, 2019 for the category of Welding Materials be awarded as indicated per the above table.

**Total Award:** One hundred sixteen (116) items with a total bid award of **\$94,946.83**.