



ARCHIE INSTITUTE SERVICES
Purchasing Division

Firm Name: Dana Kepner Co

Date: June 24, 2004
Ref #: 20280 .75" x 60' Copper Pipe (Tubing) #0645-2221

THIS IS A PRICE QUOTATION -- NOT AN ORDER

Please supply pricing and delivery information, all items to be quoted FOB Fort Collins, Colorado, as requested below; and respond via FAX BY end of business Tuesday June 29, 2004 to:

Ed Bonnette, C.P.M., CPIM, CPPB
(970) 221-6707

Any questions regarding this inquiry should be directed to Ed Bonnette, (970) 416-2247.

QUANTITY:

DESCRIPTION:

150 each

PIPE, COPPER, .75", CITY OF FORT COLLINS #0645-2221,
SOFT TEMPER, TYPE K, 60' COIL, 1.5' PER LB.

\$ 96.60 Ea. \$ 14,490.⁰⁰ Total

Mfr. Realing Mfr. # 0907560

Delivery: 2 weeks

Items being bid meet the above specifications without exception.
Yes No If not, please list exceptions, specifying paragraph reference number, on a separate sheet and attach to your bid.

215 North Mason Street • 2nd Floor • P.O. Box 580 • Fort Collins, CO 80522-0580 • (970) 221-6775 • Fax (970) 221-6707
www.fcgov.com

SUPPLEMENTAL INSTRUCTIONS

Prices quoted must remain firm for a 30 day period after the opening date.

Freight terms: F.O.B. destination freight prepaid. All freight charges must be included in pricing submitted on proposal and not entered as separate pricing.

Any discount allowed by Vendor for prompt payment, etc. must be reflected in quoted figure, and not entered as separate pricing.

The City reserves the right to accept or reject any and all quotes.

Any questions or inquiries regarding this bid should be directed to:

Ed Bonnette, C.P.M., CPIM, CPPB, Buyer (970) 416-2247

Robert Felty Sales
SIGNATURE AND TITLE

Robert Felty Sales
TYPED OR PRINTED NAME AND TITLE

bfelty@dana.kepner.com
EMAIL

Dana Kepner Co ^{Ph} 970-482-3311 ^{Fx} 970-482-3389
COMPANY NAME (AREA CODE) TELEPHONE & FAX NUMBER

3701 Canal Drive Ft Collins Co 80524 6-25-04
ADDRESS: STREET, CITY, STATE, ZIP DATE

PLEASE GO TO www.fcgov.com/purchasing TO REGISTER IN OUR E-PROCUREMENT SYSTEM FOR FUTURE BID OPPORTUNITIES! BE SURE TO SELECT ALL APPROPRIATE COMMODITY CODES!

From: Steve Serna
To: Ed Bonnette
Date: 7/2/04 8:04AM
Subject: Re: Copper Tubing Price Comparisons 7-1-04.xls

Ed,
Sounds good to me. If you need anything else from me let me know.
Have a great day and safe weekend!

Steve Serna

>>> Ed Bonnette 07/01/04 04:22PM >>>
Steve,

I talked this situation over with Opal; we agree it is not good policy to rebid the copper tubing as it may give the impression that we are just tossing out a valid bid because we do not like the result. We also agreed it would be a good idea for me to do a little research, to determine if the prices received on the bid were representative of a "fair market value".

Therefore, I found that article in Purchasing magazine that I e-mailed over earlier; showing that copper has gone up about 55% (\$1.26/lb vs \$.81/lb) since we last bid this 2 years ago. I found the last faxquote I did, increased those prices by 55%, and compared them to the two Bid Prices we got this time. Notice how close Dana Kepner's bid this time (\$96.60/coil) is to our "estimate" of what Kelly's bid would've been this time at \$94.13/coil. And, look at our estimated bid for Mtn States of \$104.16/coil compared to his actual bid of \$106.80/coil.

So, based on this I think we should award this Bid to Dana Kepner at \$96.60 per coil. I believe this to be a fair market price at this point in time.

Let me know whether you agree, and I will convert the req accordingly. In the future though, I think we ought to look at the market price first and bid out a larger quantity if the price is low, and a smaller quantity if it is high.

Ed Bonnette, C.P.M., CPIM, CPPB
Buyer
City of Fort Collins, Colorado
Purchasing Division
215 N. Mason, 2nd Floor
P.O. Box 580
Fort Collins, CO 80522
Phone 970-416-2247
Fax 970-221-6707
email ebonnette@fcgov.com

Copper Tubing Price Comparisons 7-1-04

rev 7/1/04 ecb

	2002 Bid	2004 Est (+ 55%*)	2004 Bid	
Hughes	\$63.60	\$98.58	N/B	
Kelly	\$60.73	\$94.13	N/B	
Dana Kepner	\$79.20	\$122.76	\$96.60	+22%
Mtn States	\$67.20	\$104.16	\$106.80	+58.9%

*** Based on May 2004 Price of \$1.26/lb vs. 2003
annual average price of \$.81/lb.**