

# Proposition Q Analysis

2<sup>nd</sup> Quarter Fiscal Year 2020/2021

RELEASED: February 2021

Sailaja Kurella  
*Acting Director and Purchaser*

City and County of  
San Francisco

City Hall, Room 430  
1 Dr. Carlton B. Goodlett Pl.  
San Francisco, CA 94102

Tel: (415) 554.6743  
Fax: (415) 554.6717  
Email: [oca@sfgov.org](mailto:oca@sfgov.org)

[www.sfgov.org/oca](http://www.sfgov.org/oca)



# What are Prop Q Purchases?

Pursuant to Chapter 21.03(a) of the Administrative Code, the Purchaser has delegated signature and approval authority to City departments for certain classes of commodities and general services (currently up to \$10,000 including tax and shipping)\*. These purchases are commonly referred to citywide as “Delegated Departmental Purchases” or, more often, “Prop Q Purchases.”

When exercising their Prop Q purchasing authority, departments are allowed to make certain purchases without a competitive bidding process but must exercise “good judgement” when placing their orders.

The following report is a summary of the Prop Q purchases that were made during the last quarter. The Office of Contract Administration (OCA), in collaboration with the Controller’s Office, periodically review Prop Q transactions to ensure compliance with the stated rules and regulations associated with these purchases.

\* See, Rules and Regulation Pertaining to the San Francisco Administrative Code, Chapter 21, Regulation 21.03(a).



# Prop Q Purchases for 2<sup>nd</sup> Q FY 2020/21

## Quick Snapshot

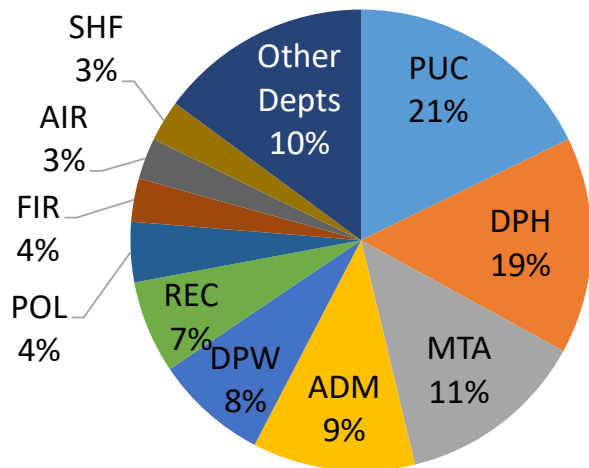
Total Prop Q Purchases (\$):	\$11 M
Total Prop Q Purchases from LBEs (\$):	\$3.1 M (28%)
Total Number of Transactions:	6818
Total Number of Transactions with LBEs:	2185 (32%)
Total Number of Prop Q Vendors:	1152
Total Number of LBE Prop Q Vendors:	147 (13%)



# Proposition Q Procurement Analysis (Q2 Fiscal Year 2020/21) Total CCSF

<b>\$11 Million</b>	
<b>6818 Transactions</b>	
<b>LBE:</b>	<b>\$3.1 Million (28%)</b>
<b>Non-LBE:</b>	<b>\$7.9 Million (72%)</b>

DEPARTMENT SPENDING  
% OF TOTAL PROP Q



Top Procurement Categories		
Description	\$	% of Total
Automotive Vehicles And Related Transportation Equipment	\$944,581	9%
Plumbing Equipment, Fixtures, And Supplies	\$285,797	3%
Hospital And Surgical Equipment, Instruments, And Supplies	\$232,281	2%
All Categories	\$222,234	2%
Laboratory Supplies: Asbestos Squares, Corks, Files, Glass	\$198,700	2%
Parts And Accessories, Automotive, Miscellaneous	\$197,709	2%
Janitorial Supplies, General Line	\$167,704	2%
Engineering And Architectural Equipment, Surveying Equipment	\$132,507	1%
Automotive Shop And Related Equipment And Supplies	\$126,374	1%
Equipment Maintenance And Repair Services For General Equipment	\$123,365	1%

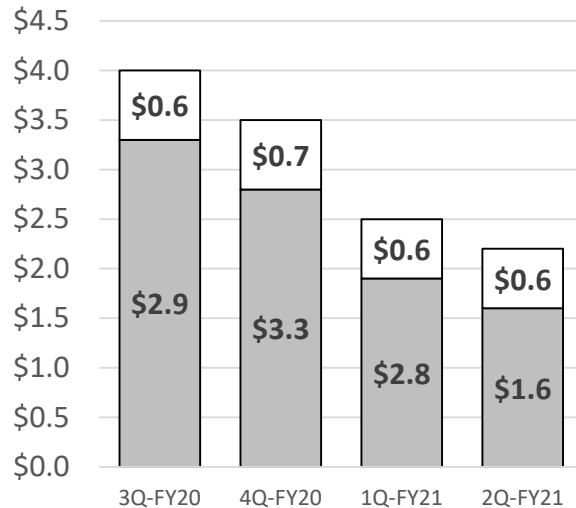
Top Procurement Vendors		
Description	\$	% of Total
Vortech Industries	\$470,207	4%
Westwind Trading Co	\$234,037	2%
Cummins Inc	\$188,994	2%
Siemens Industry Inc	\$143,019	1%
Blaisdell's Business Products	\$126,891	1%
Santora Sales	\$118,041	1%
Center Hardware Co Inc	\$117,946	1%
R & B Company	\$116,713	1%
Industrial Solutions	\$108,151	1%
Acme Surplus Store	\$106,192	1%

# Prop Q Procurement Analysis (Q2 Fiscal Year 2020/21)

<b>\$2.2 Million</b>	
<b>1784 Transactions</b>	
<b>LBE:</b>	<b>\$577,402</b>
<b>Non-LBE:</b>	<b>\$1,689,063</b>

Top 10 Procurement Categories		
Description	\$	% of Total
Plumbing Equipment, Fixtures, And Supplies	\$145,895	6%
Miscellaneous Products (Not Otherwise Classified)	\$101,671	4%
Miscellaneous Services, No. 1 (Not Otherwise Classified)	\$84,337	4%
Automotive Shop And Related Equipment And Supplies	\$79,194	3%
Equipment Maintenance And Repair Services For General Equipment	\$66,331	3%
Laboratory Supplies: Asbestos Squares, Corks, Files, Glass	\$64,272	3%
First Aid And Safety Equipment And Supplies (Except Nuclear)	\$57,294	3%
Electrical Equipment And Supplies (Except Cable And Wire)	\$44,654	2%
Installation And Removal Services (Not Otherwise Classified)	\$43,993	2%
Filters: Air, Fuel, Oil, Etc.	\$29,768	1%

## Prop Q Spend per Quarter\*



■ Non-LBE □ LBE

\* \$ in millions

Top 10 Vendors		
Description	\$	% of Total
R & B Company	\$93,772	4%
Evantec Corp	\$77,273	3%
JMI Sourcing LLC	\$76,838	3%
National Utility Sales Corp	\$75,604	3%
Ferguson Waterworks	\$54,005	2%
Vortech Industries	\$52,118	2%
Misco	\$48,245	2%
Cedar Sales	\$45,904	2%
Allied Fluid Products Corp	\$41,770	2%
S & S Supplies & Solutions	\$40,460	2%

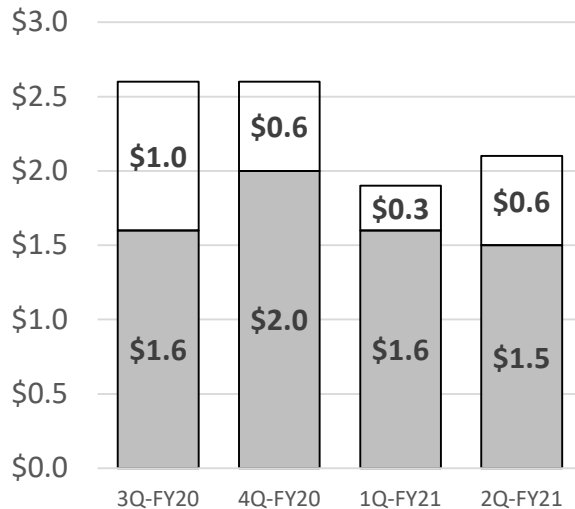
# Prop Q Procurement Analysis (Q2 Fiscal Year 2020/21)

DPH

<b>\$2.1 Million</b>	
<b>1035 Transactions</b>	
<b>LBE:</b>	<b>\$568,200</b>
<b>Non-LBE:</b>	<b>\$1,531,375</b>

<b>Top 10 Procurement Categories</b>		
Description	\$	% of Total
Hospital And Surgical Equipment, Instruments, And Supplies	\$231,905	11%
All Categories	\$222,048	11%
Engineering And Architectural Equipment, Surveying Equipment	\$132,507	6%
Repair Kits, Hospital And Medical Equipment	\$93,503	4%
Medical And Dental Equipment And Supplies	\$67,999	3%
Laboratory Equipment, Accessories And Supplies: General Anal	\$61,919	3%
Plumbing Equipment, Fixtures, And Supplies	\$49,131	2%
Janitorial Supplies, General Line, Environmentally Certified	\$42,363	2%
Alarm Equipment Maintenance/Repair (Fire, Etc.)	\$41,445	2%
Clothing: Athletic, Casual, Dress, Uniform, Weather And Work	\$37,435	2%

**Prop Q Spend per Quarter\***



■ Non-LBE □ LBE

\* \$ in millions

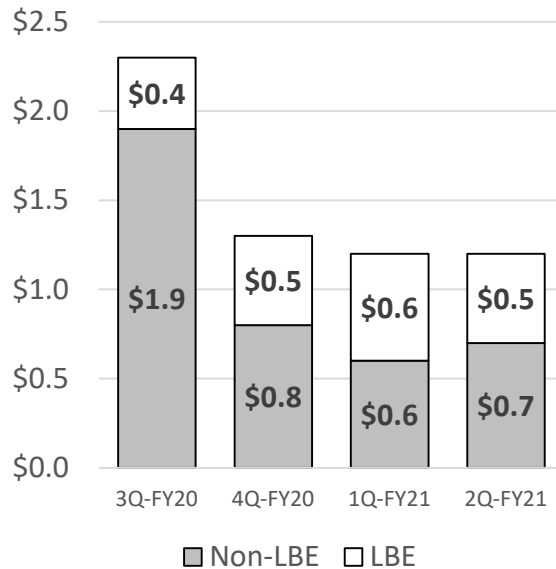
<b>Top 10 Vendors</b>		
Description	\$	% of Total
Siemens Industry Inc	\$134,499	6%
Abco Mechanical Contractors Inc	\$98,609	5%
Core Power Services Inc	\$57,521	3%
Axogen Inc	\$57,489	3%
Abbott Laboratories Inc	\$53,417	3%
Toptek Micro Center Inc	\$49,592	2%
Rubecon General Contracting Inc	\$48,831	2%
Sabah International Inc	\$40,391	2%
Santora Sales	\$39,126	2%
Microvention Inc	\$33,977	2%

# Prop Q Procurement Analysis (Q2 Fiscal Year 2020/21)

<b>\$1.2 Million</b>	
<b>412 Transactions</b>	
<b>LBE:</b>	<b>\$508,969</b>
<b>Non-LBE:</b>	<b>\$733,566</b>

Top 10 Procurement Categories		
Description	\$	% of Total
Automotive Vehicles And Related Transportation Equipment	\$926,270	75%
Paint, Protective Coatings, Varnish, Wallpaper, And Related	\$32,217	3%
Disinfectant, Germicidal	\$25,934	2%
Antifreeze	\$25,442	2%
Filters: Air, Fuel, Hydraulic, Oil, Etc. (For Heavy Duty Equipment)	\$23,577	2%
General Maintenance And Repair, Vehicle (Not Otherwise Classified)	\$16,652	1%
Oil, Chemical, And Hazardous Material Spill Absorbents	\$14,722	1%
Fittings, Hose, Miscellaneous	\$12,860	1%
Abrasives	\$12,222	1%
Glass And Supplies: Door, Windshield, Etc.	\$10,400	1%

**Prop Q Spend per Quarter\***



\* \$ in millions

Top 10 Vendors		
Description	\$	% of Total
Vortech Industries	\$349,731	28%
Westwind Trading Co	\$234,037	19%
Cummins Inc	\$183,650	15%
Industrial Solutions	\$108,151	9%
Pacific Power Products	\$75,185	6%
Transit Resources Inc	\$33,440	3%
Selective Transit Parts	\$31,498	3%
Peninsula Color Service LLC	\$30,893	2%
Cinchem LLC	\$29,979	2%
Sta Clean Products	\$25,043	2%

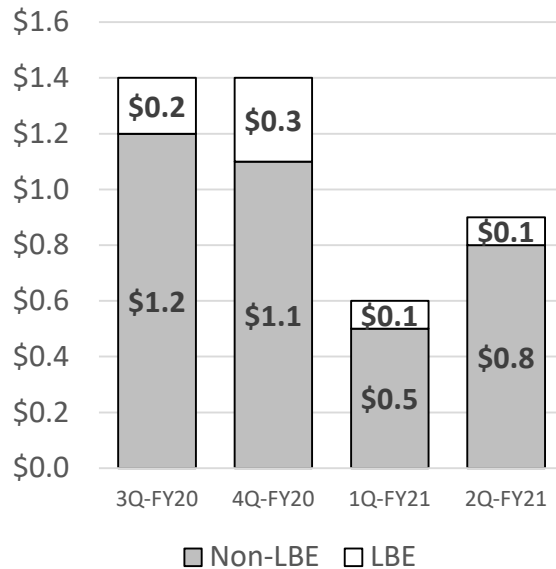


# Prop Q Procurement Analysis (Q2 Fiscal Year 2020/21)

<b>\$989K</b>	
<b>555 Transactions</b>	
<b>LBE:</b>	<b>\$182,467</b>
<b>Non-LBE:</b>	<b>\$806,869</b>

Top 10 Procurement Categories		
Description	\$	% of Total
Parts And Accessories, Automotive, Miscellaneous	\$184,965	19%
Laboratory Supplies: Asbestos Squares, Corks, Files, Glass	\$134,428	14%
Equipment Maintenance And Repair Services For Automobiles	\$38,894	4%
HVAC Equipment, Accessories And Supplies	\$25,281	3%
Printing And Typesetting Services	\$23,910	2%
HVAC System Testing, Balancing And/Or Troubleshooting Service	\$23,756	2%
Filters, Air Gauges And Valves, Pressure Regulators, Shock	\$23,522	2%
Pharmaceuticals, Veterinary, Animal: Drugs, Vaccines, Etc.	\$22,858	2%
Fire Fighting Equipment Maintenance And Repair	\$21,412	2%
Filters: Air, Fuel, Oil, Etc.	\$21,304	2%

Prop Q Spend per Quarter\*



\* \$ in millions

Top 10 Vendors		
Description	\$	% of Total
Vortech Industries	\$61,406	6%
Southland Medical LLC	\$46,907	5%
Mesa Energy Systems, Inc	\$45,569	5%
VWR International LLC	\$35,641	4%
Sabah International Inc	\$28,941	3%
Viral Guard Systems	\$22,171	2%
M W I Veterinary Supply Co	\$20,504	2%
City Mechanical Inc	\$19,498	2%
Ferrara Fire Apparatus Inc	\$18,644	2%
Calitho	\$16,614	2%



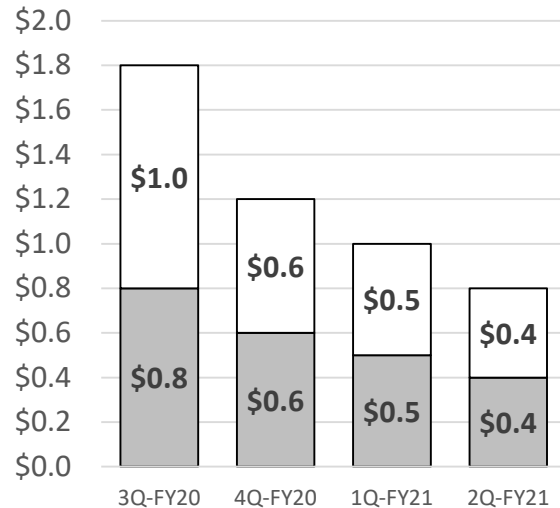
# Prop Q Procurement Analysis (Q2 Fiscal Year 2020/21)

DPW

<b>\$931K</b>	
<b>882 Transactions</b>	
<b>LBE:</b>	<b>\$480,830</b>
<b>Non-LBE:</b>	<b>\$450,338</b>

Top 10 Procurement Categories		
Description	\$	% of Total
Chemicals And Solvents, Commercial (In Bulk)	\$82,688	9%
Janitorial Supplies, General Line	\$63,979	7%
Hand Tools (Powered And Non-powered), Accessories And Supplies	\$36,972	4%
Deodorants, Industrial (Heavy Duty)	\$28,701	3%
Glass And Glazing Supplies	\$25,464	3%
Roofing Materials And Supplies	\$24,637	3%
Paint, Protective Coatings, Varnish, Wallpaper	\$23,712	3%
Gloves: Latex, Plastic, PVC, Poly, Synthetic, Vinyl, Etc.	\$23,696	3%
Locks, Key Blanks, And Locksmith Tools (Including Time Lock)	\$22,349	2%
Plumbing Equipment, Fixtures, And Supplies	\$20,193	2%

## Prop Q Spend per Quarter\*



■ Non-LBE □ LBE

\* \$ in millions

Top 10 Vendors		
Description	\$	% of Total
Your Green Source LLC	\$85,467	9%
United Laboratories Inc	\$82,480	9%
Speedy's Hardware	\$74,858	8%
Cinchem LLC	\$67,287	7%
R & H Wholesale Supply Inc	\$44,272	5%
Center Hardware Co Inc	\$29,475	3%
San Francisco Paintsource Inc	\$27,607	3%
NBC Supply Corp	\$27,511	3%
Sigillo Supply Inc	\$26,363	3%
Iii Generation Fence	\$25,604	3%

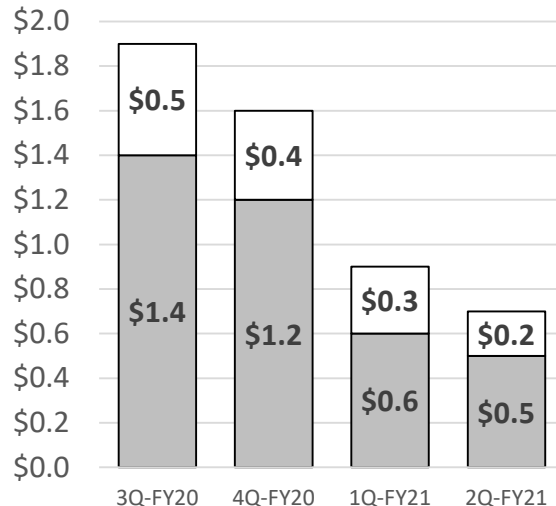
# Prop Q Procurement Analysis (Q2 Fiscal Year 2020/21)

REC

<b>\$792K</b>	
<b>504 Transactions</b>	
<b>LBE:</b>	<b>\$234,755</b>
<b>Non-LBE:</b>	<b>\$557,695</b>

Top 10 Procurement Categories		
Description	\$	% of Total
Golf Course Maintenance Tools And Equipment (For Lawn Mowers)	\$61,182	8%
Plumbing Equipment, Fixtures, And Supplies	\$51,256	6%
Hardware And Related Items	\$49,704	6%
Hardware	\$28,489	4%
Janitorial Supplies, General Line	\$27,934	4%
Lumber, Siding, And Related Products	\$25,968	3%
Irrigation Equipment And Supplies, Agricultural	\$20,916	3%
Agricultural Equipment And Implement Parts	\$20,461	3%
Nursery (Plants) Stock, Equipment, And Supplies	\$17,213	2%
Construction Services, General (Incl. Maintenance And Repair)	\$17,181	2%

## Prop Q Spend per Quarter\*



■ Non-LBE □ LBE

\* \$ in millions

Top 10 Vendors		
Description	\$	% of Total
Romeo Packing Co	\$71,349	9%
The Urban Farmer Store, LP	\$46,337	6%
Acme Surplus Store	\$39,435	5%
Beronio Lumber Co	\$28,368	4%
Ewing Irrigation Products Inc	\$27,959	4%
Alpine Awards And Advertising Inc	\$26,236	3%
Central Builders Supply	\$25,958	3%
Brisbane Hardware & Supply Inc	\$24,889	3%
On Point Land Management Inc	\$23,503	3%
Santora Apartment & Building Supplies	\$20,799	3%

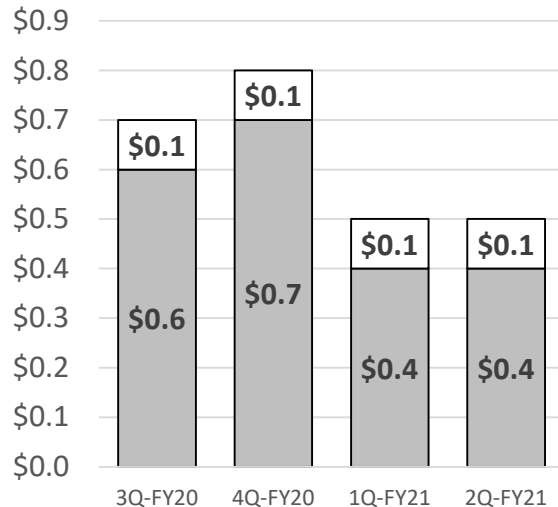
# Prop Q Procurement Analysis (Q2 Fiscal Year 2020/21)

POL

<b>\$446K</b>	
<b>372 Transactions</b>	
<b>LBE:</b>	<b>\$29,062</b>
<b>Non-LBE:</b>	<b>\$417,666</b>

Top 10 Procurement Categories		
Description	\$	% of Total
Police And Prison Equipment And Supplies	\$38,750	9%
Gasoline, Aviation (Including Jet Fuel)	\$33,595	8%
Food	\$28,610	6%
Service Charges	\$21,079	5%
Door Installation, Maintenance, And Repair (Metal)	\$17,664	4%
Laboratory Equipment, Accessories And Supplies: General Analysis	\$17,199	4%
Automotive Accessories For Automobiles, Buses, Trailers, Trucks	\$16,875	4%
Laboratory And Scientific Equipment And Supplies	\$11,911	3%
Dogs, All Types	\$9,998	2%
Police Protection Equipment (Body Armor And Riot Shields)	\$9,900	2%

Prop Q Spend per Quarter\*



■ Non-LBE □ LBE

\* \$ in millions

Top 10 Vendors		
Description	\$	% of Total
Blaisdell's Business Products	\$88,396	20%
Ferrellgas LP	\$33,595	8%
Arguello Catering Co	\$28,610	6%
Northern Californias Emergency Vehicle	\$27,717	6%
L C Action Police Supply	\$24,521	5%
Union Rolling Door Company	\$17,714	4%
Acco Engineered Systems Inc	\$10,226	2%
Mallory Safety & Supply LLC	\$10,184	2%
L N Curtis & Sons	\$10,000	2%
K9 Comrades Dog Training	\$9,998	2%

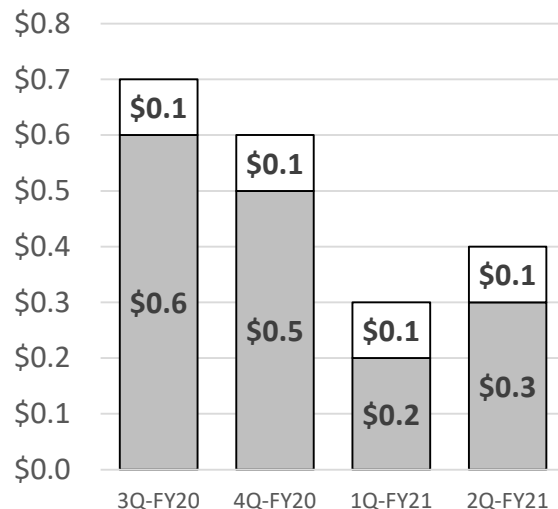
# Prop Q Procurement Analysis (Q2 Fiscal Year 2020/21)

FIR

<b>\$403K</b>	
156 Transactions	
LBE:	\$66,943
Non-LBE:	\$336,572

Top 10 Procurement Categories		
Description	\$	% of Total
Rescue Equipment, Supplies And Accessories Including Rescue	\$45,002	11%
Fire Protection Equipment And Supplies	\$32,455	8%
Generator Rental Or Lease	\$27,816	7%
Emergency/Rescue Vehicle Accessory And Major Component Items	\$24,725	6%
Door Installation, Maintenance, And Repair (Metal)	\$14,646	4%
Office Supplies, General	\$13,431	3%
Plumbing Maintenance And Repair (Includes Pressure Tapping)	\$13,362	3%
Building Maintenance, Installation And Repair Services	\$12,881	3%
Hose, Fire, And Fittings, Coupled And Uncoupled	\$11,360	3%
Plumbing Equipment, Fixtures, And Supplies	\$10,762	3%

Prop Q Spend per Quarter\*



■ Non-LBE □ LBE

\* \$ in millions

Top 10 Vendors		
Description	\$	% of Total
L N Curtis & Sons	\$59,999	15%
Allstar Fire Equipment Inc	\$45,730	11%
Auto Body By George	\$26,590	7%
CD & Power	\$24,941	6%
Emergency Vehicle Equipment	\$24,725	6%
Dushan Medan Construction	\$16,761	4%
West Bay Plumbing	\$13,362	3%
KH Plumbing Supply Inc	\$10,762	3%
Integrated Access Security	\$10,305	3%
Western Allied Mechanical Inc	\$8,847	2%

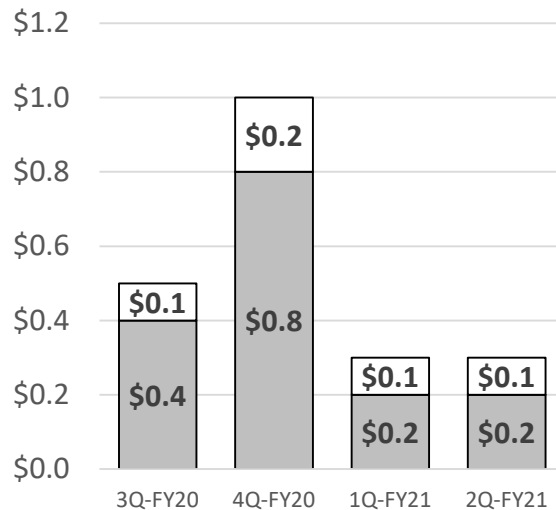
# Prop Q Procurement Analysis (Q2 Fiscal Year 2020/21)

AIR

<b>\$375K</b>	
<b>153 Transactions</b>	
<b>LBE:</b>	<b>\$77,860</b>
<b>Non-LBE:</b>	<b>\$297,539</b>

Top 10 Procurement Categories		
Description	\$	% of Total
Automotive Shop And Related Equipment And Supplies	\$45,298	12%
Builder's Supplies	\$23,517	6%
Printing And Typesetting Services	\$15,494	4%
Doors And Parts, Automatic, Drive-through Type, Etc.	\$14,745	4%
Hardware And Related Items	\$14,496	4%
First Aid And Safety Equipment And Supplies (Except Nuclear)	\$14,395	4%
Locks, Key Blanks, And Locksmith Tools (Including Time Lock)	\$12,629	3%
Printing Plant Equipment And Supplies (Except Paper)	\$11,910	3%
Tires And Tubes (Incl. Recapped/Retreaded Tires)	\$11,770	3%
Transducers And Couplers	\$11,377	3%

Prop Q Spend per Quarter\*



■ Non-LBE □ LBE

\* \$ in millions

Top 10 Vendors		
Description	\$	% of Total
ABC Valve And Tool	\$16,368	4%
Resource Supply LLC	\$16,180	4%
Golden State Lumber Inc	\$14,824	4%
Signature Marketing	\$13,578	4%
Intermountain Lock & Security Supply	\$12,480	3%
Rolling Stock Inc	\$11,770	3%
Muniquip, LLC	\$11,377	3%
Pape Machinery Inc	\$9,731	3%
Mesa Energy Systems, Inc	\$9,660	3%
Fong Brothers Printing Inc	\$9,333	2%

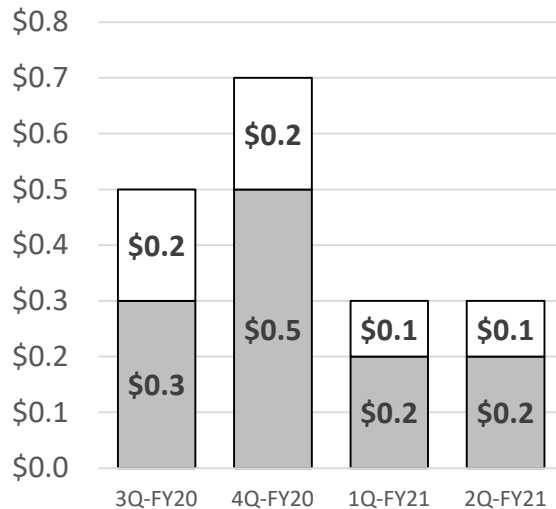
# Prop Q Procurement Analysis (Q2 Fiscal Year 2020/21)

SHF

<b>\$309K</b>	
<b>170 Transactions</b>	
<b>LBE:</b>	<b>\$90,735</b>
<b>Non-LBE:</b>	<b>\$218,660</b>

Top 10 Procurement Categories		
Description	\$	% of Total
Janitorial Supplies, General Line	\$41,489	13%
Prisoner Clothing	\$20,417	7%
Souvenirs: Promotional, Advertising, Etc.	\$11,903	4%
Microfiche/Microfilm Reader Printer Supplies: Paper, Toner	\$11,563	4%
Guns, Pistols, Rifles, and Shotguns (Incl. Accessories)	\$10,887	4%
Lifts and Hoists, Floor Type: Electric, Hydraulic, or Pneuma	\$10,695	3%
Mattress Pads	\$9,295	3%
Lockers, Storage (For Coats, Hats and Baggage)	\$9,095	3%
Personal Hygiene Kits for Men and Women (Incl. Toothpaste)	\$9,030	3%
Cleaning Services, Steam and Pressure	\$8,280	3%

Prop Q Spend per Quarter\*



■ Non-LBE □ LBE

\* \$ in millions

Top 10 Vendors		
Description	\$	% of Total
Santora Sales	\$38,332	12%
California Veteran Supply Inc.	\$20,684	7%
Victory Supply LLC	\$20,519	7%
Charm Tex	\$20,052	6%
Speedy's Hardware	\$17,846	6%
Opencopy	\$11,563	4%
Adamson Police Products	\$11,327	4%
Grainger	\$9,855	3%
Spotlight Promotions Inc	\$9,847	3%
Blaisdell's Business Products	\$9,261	3%

DEPARTMENT	TOTAL PROP Q PURCHASES	TOTAL PROP Q PURCHASES FROM LBEs	% OF TOTAL
ADM	\$989,336	\$182,467	18%
ADP	\$30,177	\$0	0%
AIR	\$375,399	\$77,860	21%
ART	\$12,548	\$3,264	26%
ASR	\$20,409	\$0	0%
BOA	\$0	\$0	0%
BOS	\$7,138	\$1,691	24%
CAT	\$4,977	\$0	0%
CFC	\$1,350	\$0	0%
CON	\$890	\$0	0%
CPC	\$37,372	\$5,250	14%
CSC	\$0	\$0	0%
CSS	\$4,281	\$0	0%
DAT	\$18,442	\$0	0%
DBI	\$19,408	\$147	1%
DEM	\$11,753	\$2,481	21%
DPA	\$27,477	\$8,858	32%
DPH	\$2,099,575	\$568,200	27%
DPW	\$931,168	\$480,830	52%
ECN	\$5,036	\$407	8%
ENV	\$10,647	\$6,069	57%
ETH	\$233	\$0	0%





DEPARTMENT	TOTAL PROP Q PURCHASES	TOTAL PROP Q PURCHASES FROM LBES	% OF TOTAL
FIR	\$403,515	\$66,943	17%
HOM	\$25,633	\$4,291	17%
HRC	\$39,979	\$2,493	6%
HRD	\$43,361	\$352	1%
HSA	\$244,999	\$61,780	25%
HSS	\$11,219	\$9,927	88%
JUV	\$71,764	\$12,531	17%
LIB	\$78,046	\$8,677	11%
MTA	\$1,242,535	\$508,969	41%
MYR	\$11,711	\$0	0%
PDR	\$6,801	\$3,700	54%
POL	\$446,728	\$29,062	7%
PRT	\$243,418	\$90,706	37%
PUC	\$2,266,465	\$577,402	25%
REC	\$792,450	\$234,755	30%
REG	\$65,642	\$11,181	17%
RET	\$16,483	\$0	0%
RNT	\$16,069	\$14,429	90%
SHF	\$309,394	\$90,735	29%
TIS	\$64,533	\$8,858	14%
TTX	\$100	\$0	0%
WAR	\$46,758	\$15,385	33%
WOM	\$0	\$0	0%



# Questions

If you have any questions regarding any of the information contained in this report please contact Jessica Leslie at 415-554-7799 or [Jessica.Leslie@sfgov.org](mailto:Jessica.Leslie@sfgov.org).

Please visit the **Prop Q Delegated Departmental Purchasing Dashboard** on SF Report & Analytics for additional Prop Q data by department.

Released: February 2021