



It's real.

Memorandum

To: Mayor and City Council Members
Steve Parker, City Manager

From: Timothy J. Howe, Director of Utilities

Cc: Adam Ryals, Utilities Warehouse Superintendent and Freddy King, Electric
Utilities Department Manager

Subject: Resolution awarding and annual contract for the purchase of steel poles from SANPEC Inc.

Date: March 17th, 2026

Historical Background

The City of Seguin has experienced substantial growth over the past five years, driven by both residential and commercial development. This will require a substantial amount of steel poles to be purchased to meet the city's demand and to accommodate the Electric Department's five-year maintenance plan.

Action Requested

Consider a resolution awarding an annual contract for the purchase of steel poles in various sizes, ranging from 30-foot steel poles to 60-foot steel poles, Classes 1, 2, and 3, for an estimated amount of \$944,279.00 from SANPEC Inc., of Tomball, Texas. The steel poles are being procured on a as needed bases and not in the total amounts, as shown on the bib tabulation; quantities and dollar amounts are estimates only.

Procurement Methodology & Funding Source

Five (5) sealed bids were read on February 17, 2026. The estimated total bid amounts for the five (5) bidders ranged from \$727,866.00 from MVA Power Inc. of Montreal, Quebec to \$2,467,344.20 from Techline Inc of San Antonio, Texas, as shown on the bid tabulation. The City of Seguin reserves the right to award this contract to the lowest responsible bidder or to the bidder who provides the "best value" for the City. Factors considered in the evaluation of the bids were price, quality, lead time, reputation and experience of bidder, long term cost, and other factors as deemed appropriate.

MVA Power Inc submitted the lowest total bid but does not meet the city's specifications.

The contract proposal included options for two annual renewals. SANPEC Inc. of Tomball, Texas, submitted the lowest qualifying bid on the steel poles in the amount of \$944,279.00 with a lead time of 24 weeks. Bid is being awarded based on lowest total cost and lead times.

Funding for this purchase will come from the Utility Fund Electric Inventory account.



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Staff Recommendation

It is recommended that SANPEC Inc. of Tomball, Texas be awarded the annual contract for the purchase of steel poles in various sizes in an amount estimated at \$944,279.00 with a lead time of 24 weeks.

ATTACHMENTS

1. Resolution - Awarding an annual contract for the purchase of steel poles
2. Bid No. AF-2026-30 – Bid Tab
3. Bid No. AF-2026-30 – SANPEC Inc. Bid Packet