



Interoffice Memorandum

February 15, 2023

TO: Mayor Jerry L. Demings
-And-
County Commissioners

FROM: Carrie Mathes, CFM, NIGP-CPP, CPPO, C.P.M., Manager II,
Procurement Division

CONTACT: John Westmoreland, Division Chief, Fire Rescue Department
407-836-9178

SUBJECT: Award of Invitation for Bids Y22-1053-MV, Fire Rescue HazMat Supplies
and Equipment

ACTION REQUESTED:

Approval to award Invitation for Bids Y22-1053-MV, Fire Rescue Hazmat Supplies and Equipment, to the low responsive and responsible bidders by lots: Emergency Vehicle Repair, Inc. for lot 6, in the estimated amount of \$265,000; Fisher Scientific Company, L.L.C. for lots 3, 5, 12, 15, 19, 26, 36, 37, 46, 50, 57, 58, 59, 60 and 64 in the estimated amount of \$3,203,420; JCO Corporation for lot 67, in the estimated amount of \$49,600; Municipal Emergency Services, Inc. for lots 10, 17, 30, 34, 39, 44, 45, 54, 55 and 65 in the estimated amount of \$2,111,900; Municipal Equipment Company, LLC for lots 4, 23, 23, 25, 28, 41 and 48, in the estimated amount of \$912,930; TechnicalRescue.com, Inc. for lots 1, 14, 24, 35 and 49 in the estimated amount of \$442,500; Ten-8 Fire & Safety, LLC for lots 2, 11, 13, 20, 21, 22, 27, 38, 56, 62 and 63 in the estimated amount of \$2,549,590 and Trail Saw & Mower Service, Inc. for lot 61 in the estimated amount of \$135,200. The total overall estimated contract award amount is \$9,670,140 for the initial one-year term. Further request Board authorization for the Procurement Division to renew the contracts for four additional one-year terms. in the estimated amount of \$135,200.

PROCUREMENT:

Fire Rescue/Hazmat supplies and equipment are used at County fire stations and include, but are not limited to, fire hose, nozzles, bunker gear, helmets, self-contained breathing apparatus, full body hazmat suits and gloves.

FUNDING:

Funding is available in account numbers 1009-034-0617-3820, 1009-034-0617-4115, 1009-034-0617-4123, 1009-034-0617-4126, 1009-034-0617-4168, 1009-034-0617-4175, 1009-034-0617-6410, 1009-034-0617-6420, 1009-034-0684-3820, 1009-034-0684-4115, 1009-034-0684-4123, 1009-034-0684-4126, 1009-034-0684-4168, 1009-034-0684-6410, 1009-034-0686-3820, 1009-034-0686-4115, 1009-034-0686-4123, 1009-034-0686-4126, 1009-034-0686-4168, 1009-034-0686-4185, 1009-034-0686-6410, 1009-034-0687-3820, 1009-034-0687-4115, 1009-034-0687-4123, 1009-034-0687-4126, 1009-034-0687-4175, 1009-034-0687-6410, 1009-034-0688-3820, 1009-034-0688-4115, 1009-034-0688-4123, 1009-034-0688-4126, 1009-034-0688-4163, 1009-034-0688-4185, 1009-034-0688-6410, 1009-034-0690-3820, 1009-034-0690-4115, 1009-034-0690-4123, 1009-034-0690-4126, 1009-034-0690-4175, and 1009-034-0690-6410.

APPROVALS:

The Fire Rescue Department and the Business Development Division concur with this recommendation.

REMARKS:

Eleven bids were received in response to this Invitation for Bids (IFB) and were evaluated for responsiveness, responsibility, and the percentage discount from the most recently published manufacturer's price lists.

North America Fire Equipment Co., Inc. was deemed non-responsive for all lots for adding terms. Team Equipment, Inc. was deemed non-responsive to all lots for failing to submit the minimum references required per the IFB. Fisher Scientific Company, L.L.C. was deemed non-responsive for Lots 7, 30, and 42 for adding terms and for lot 31 for not completing all lines within the lot. Municipal Emergency Services, Inc. was deemed non-responsive for Lot 2 for failing to submit the required manufacturer's letter, Lots 31 and 42 for failing to complete all lines within the lot, and Lot 63 for adding terms. The bids received by Fisher Scientific Company, LLC., Municipal Equipment Company, LLC. and Ten-8 Fire & Safety, LLC. were corrected due to math errors. Lots 17 and 19 required a tie breaker in accordance with the Procurement Procedures Manual Section 6. As a result, award is recommended to award Lot 17 to Municipal Emergency Services, Inc. based on closeness to delivery point or work site and to award Lot 19 to Fisher Scientific Company, L.L.C. based on previous vendor records on similar projects or requirements.

Thirteen lots will not be awarded because no bids were received for those lots.

Award of Invitation for Bids Y22-1053-MV, Fire Rescue HazMat Supplies and Equipment
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The bid tabulation is as follows:

BIDDER	LOT NUMBER	LINE NUMBER	DISCOUNT FROM PUBLISHED MANUFACTURERS LIST PRICE	ESTIMATED ANNUAL TOTAL
TECHNICALRESCUE.COM, INC.	1		15%	\$25,500
TEN-8 FIRE & SAFETY, LLC.	1		11%	\$26,700
MUNICIPAL EMERGENCY SERVICES, INC.	1		10%	\$27,000
TEAM EQUIPMENT, INC.	1		Non-Responsive	
TEN-8 FIRE & SAFETY, LLC.	2	Line 1	47%	\$95,400
	2	Line 2	25%	\$37,500
				\$132,900
MUNICIPAL EQUIPMENT COMPANY, LLC.	2	Line 1	40%	\$108,000
	2	Line 2	30%	\$35,000
				\$143,000
MUNICIPAL EMERGENCY SERVICES, INC.	2		Non-Responsive	
NORTH AMERICA FIRE EQUIPMENT CO., INC.	2		Non-Responsive	
FISHER SCIENTIFIC COMPANY, L.L.C.	3		24%	\$15,200
MUNICIPAL EQUIPMENT COMPANY, LLC.	4		35%	\$260,000
FISHER SCIENTIFIC COMPANY, L.L.C.	5		48%	\$10,400
TEN-8 FIRE & SAFETY, LLC.	5		42%	\$11,600
EMERGENCY VEHICLE REPAIR, INC.	6	Lines 1 and 2	10%	\$198,000
		Line 3 hourly rate	\$95	\$47,500
		Line 4 hourly rate	\$97.50	\$19,500
				\$265,000

ALL SAFE INDUSTRIES, INC.	7		Non-Responsive	
FISHER SCIENTIFIC COMPANY, L.L.C.	7		Non-Responsive	
MUNICIPAL EMERGENCY SERVICES, INC.	10		22%	\$148,980
TEN-8 FIRE & SAFETY, LLC.	11		47%	\$212,000
FISHER SCIENTIFIC COMPANY, L.L.C.	12	Line 1	44%	\$16,800
		Line 2	19%	\$42,120
				\$58,920
MUNICIPAL EMERGENCY SERVICES, INC.	12	Line 1	40%	\$18,000
		Line 2	12.5%	\$45,500
				\$63,500
MUNICIPAL EQUIPMENT COMPANY, LLC.	12	Line 1	38%	\$18,600
		Line 2	20%	\$41,600
				\$60,200
TEN-8 FIRE & SAFETY, LLC.	13		39%	\$31,720
TECHNICALRESCUE.COM, INC.	14		5%	\$95,000
FISHER SCIENTIFIC COMPANY, L.L.C.	15	Line 1	20%	\$80,000
		Line 2	18%	\$164,000
				\$244,000
MUNICIPAL EMERGENCY SERVICES, INC.	15	Line 1	15%	\$85,000
		Line 2	10%	\$180,000
				\$265,000
MUNICIPAL EQUIPMENT COMPANY, LLC.	15	Lines 1 and 2	8%	\$276,000
TECHNICALRESCUE.COM, INC.	15	Lines 1 and 2	10%	\$270,000
TEAM EQUIPMENT, INC.	15		Non-Responsive	
MUNICIPAL EMERGENCY SERVICES, INC.	17	Tie bid	28%	\$47,520
TEN-8 FIRE & SAFETY, LLC.	17	Tie bid	28%	\$47,520

FISHER SCIENTIFIC COMPANY, L.L.C.	19	Tie bid	43.5%	\$33,900
ALL SAFE INDUSTRIES, INC.	19	Tie bid	43.5%	\$33,900
TEN-8 FIRE & SAFETY, LLC.	20		45%	\$55,000
MUNICIPAL EMERGENCY SERVICES, INC.	20		44%	\$56,000
NORTH AMERICA FIRE EQUIPMENT CO., INC.	20		Non-Responsive	
TEN-8 FIRE & SAFETY, LLC.	21		34%	\$13,200
MUNICIPAL EMERGENCY SERVICES, INC.	21		33%	\$13,400
MUNICIPAL EQUIPMENT COMPANY, LLC.	21		3%	\$19,400
TEN-8 FIRE & SAFETY, LLC.	22		17%	\$66,400
MUNICIPAL EMERGENCY SERVICES, INC.	22		15%	\$68,000
MUNICIPAL EQUIPMENT COMPANY, LLC.	23	Lines 1 through 3	15%	\$119,000
FISHER SCIENTIFIC COMPANY, L.L.C.	23		11%	\$124,600
TECHNICALRESCUE.COM, INC.	24		10%	\$72,000
MUNICIPAL EQUIPMENT COMPANY, LLC.	24		2%	\$78,400
MUNICIPAL EQUIPMENT COMPANY, LLC.	25		20%	\$40,000
TECHNICALRESCUE.COM, INC.	25		10%	\$45,000
ALL SAFE INDUSTRIES, INC.	25		8%	\$46,000
NORTH AMERICA FIRE EQUIPMENT CO., INC.	25		Non-Responsive	
TEAM EQUIPMENT, INC.	25		Non-Responsive	
FISHER SCIENTIFIC COMPANY, L.L.C.	26	Line 1	65%	\$595,000

		Line 2	57%	\$82,130
		Line 3	59%	\$21,320
		Line 4	57%	\$12,900
		Line 5	57%	\$26,660
		Line 6	57%	\$17,200
		Line 7	59%	\$82,000
		Line 8	58%	\$25,200
				\$862,410
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MUNICIPAL EMERGENCY SERVICES, INC.	26	Line 1	60%	\$680,000
		Line 2	55%	\$85,950
		Line 3	55%	\$23,400
		Line 4	60%	\$12,000
		Line 5	55%	\$27,900
		Line 6	60%	\$16,000
		Line 7	53.5%	\$93,000
		Line 8	53.5%	\$27,900
				\$966,150
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TEN-8 FIRE & SAFETY, LLC.	27	Line 1	46%	\$918,000
		Line 2	35%	\$774,150
		Line 3	44%	\$34,720
				\$1,726,870
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MUNICIPAL EQUIPMENT COMPANY, LLC.	28		28%	\$72,720
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NORTH AMERICA FIRE EQUIPMENT CO., INC.	28		Non-Responsive	
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NORTH AMERICA FIRE EQUIPMENT CO., INC.	29		Non-Responsive	
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MUNICIPAL EMERGENCY SERVICES, INC.	30		40%	\$60,600
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TEN-8 FIRE & SAFETY, LLC.	30		25%	\$75,750
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FISHER SCIENTIFIC COMPANY, L.L.C.	30		Non-Responsive	
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ALL SAFE INDUSTRIES, INC.	31		Non-Responsive	
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FISHER SCIENTIFIC COMPANY, L.L.C.	31		Non-Responsive	
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MUNICIPAL EMERGENCY SERVICES, INC.	31		Non-Responsive	
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MUNICIPAL EMERGENCY SERVICES, INC.	34	Line 1 and 2	19%	\$48,600
		Line 3	\$105	\$42,000

		hourly rate		
		Line 4 hourly rate	\$45.00	\$9,000
				\$99,600
TECHNICALRESCUE.COM, INC.	35	Line 1	15%	\$51,000
		Line 2	5%	\$19,000
				\$70,000
TEAM EQUIPMENT, INC.	35		Non-Responsive	
FISHER SCIENTIFIC COMPANY, L.L.C.	36	Line 1	33%	\$1,139,000
		Line 2	43%	\$17,100
		Line 3	33%	\$20,100
		Line 4	43%	\$35,340
		Line 5	33%	\$20,100
				\$1,231,640
FISHER SCIENTIFIC COMPANY, L.L.C.	37		18%	\$41,000
ALL SAFE INDUSTRIES, INC.	37		6%	\$47,000
TECHNICALRESCUE.COM, INC.	37		5%	\$47,500
TEN-8 FIRE & SAFETY, LLC.	38		60%	\$160,000
NORTH AMERICA FIRE EQUIPMENT CO., INC.	38		Non-Responsive	
MUNICIPAL EMERGENCY SERVICES, INC.	39		50%	\$40,000
TEN-8 FIRE & SAFETY, LLC.	39		46%	\$43,200
MUNICIPAL EQUIPMENT COMPANY, LLC.	39		35%	\$52,000
NORTH AMERICA FIRE EQUIPMENT CO., INC.	39		Non-Responsive	
MUNICIPAL EQUIPMENT COMPANY, LLC.	41	Line 1	43%	\$108,870
		Line 2	20%	\$41,600
		Line 3	22%	\$23,400
		Line 4	35%	\$26,000
		Line 5	36%	\$122,240
		Line 6	18%	\$24,600
		Line 7	20%	\$49,600
				\$396,310
TEN-8 FIRE & SAFETY, LLC.	41		Non-Responsive	

NORTH AMERICA FIRE EQUIPMENT CO., INC.	41	Non-Responsive	
ALL SAFE INDUSTRIES, INC.	42	Non-Responsive	
FISHER SCIENTIFIC COMPANY, L.L.C.	42	Non-Responsive	
MUNICIPAL EMERGENCY SERVICES, INC.	42	Non-Responsive	
MUNICIPAL EMERGENCY SERVICES, INC.	44	40%	\$240,000
MUNICIPAL EMERGENCY SERVICES, INC.	45	23%	\$154,000
TEN-8 FIRE & SAFETY, LLC.	45	15%	\$170,000
FISHER SCIENTIFIC COMPANY, L.L.C.	46	45%	\$11,000
ALL SAFE INDUSTRIES, INC.	46	15%	\$17,000
MUNICIPAL EQUIPMENT COMPANY, LLC.	48	17%	\$24,900
ALL SAFE INDUSTRIES, INC.	48	15%	\$25,500
MUNICIPAL EMERGENCY SERVICES, INC.	48	0%	\$30,000
TECHNICALRESCUE.COM, INC.	49	10%	\$180,000
MUNICIPAL EQUIPMENT COMPANY, LLC.	49	1%	\$198,000
TEAM EQUIPMENT, INC.	49	Non-Responsive	
NORTH AMERICA FIRE EQUIPMENT CO., INC.	49	Non-Responsive	
FISHER SCIENTIFIC COMPANY, L.L.C.	50	33%	\$134,000
MUNICIPAL EMERGENCY SERVICES, INC.	50	28%	\$144,000
MUNICIPAL EQUIPMENT COMPANY, LLC.	50	10%	\$180,000
TECHNICALRESCUE.COM, INC.	50	25%	\$150,000
TEAM EQUIPMENT, INC.	50	Non-Responsive	
MUNICIPAL EMERGENCY	54	27%	\$21,900

SERVICES, INC.

ALL SAFE INDUSTRIES, INC.	54		15%	\$25,500
TECHNICALRESCUE.COM, INC.	54		10%	\$27,000
MUNICIPAL EMERGENCY SERVICES, INC.	55		0%	\$50,000
TEAM EQUIPMENT, INC.	55		Non-Responsive	
TEN-8 FIRE & SAFETY, LLC.	56		2%	\$39,200
FISHER SCIENTIFIC COMPANY, L.L.C.	57	Line 1	32%	\$102,000
	57	Line 2	34.5%	\$131,000
				\$233,000
MUNICIPAL EMERGENCY SERVICES, INC.	57	Lines 1 and 2	31%	\$241,500
FISHER SCIENTIFIC COMPANY, L.L.C.	58	Line 1	25%	\$22,500
		Line 2	27.5%	\$21,750
				\$44,250
MUNICIPAL EMERGENCY SERVICES, INC.	58	Lines 1 and 2	24.5%	\$45,300
TEN-8 FIRE & SAFETY, LLC.	58	Lines 1 and 2	20%	\$48,000
MUNICIPAL EQUIPMENT COMPANY, LLC.	58	Lines 1 and 2	15%	\$51,000
NORTH AMERICA FIRE EQUIPMENT CO., INC.	58		Non-Responsive	
FISHER SCIENTIFIC COMPANY, L.L.C.	59		13%	\$174,000
MUNICIPAL EMERGENCY SERVICES, INC.	59		0%	\$200,000
FISHER SCIENTIFIC COMPANY, L.L.C.	60		51%	\$14,700
TEN-8 FIRE & SAFETY, LLC.	60		48%	\$15,600
MUNICIPAL EMERGENCY SERVICES, INC.	60		47%	\$15,900

MUNICIPAL EQUIPMENT COMPANY, LLC.	60		42%	\$17,400
ALL SAFE INDUSTRIES, INC.	60		10%	\$27,000
NORTH AMERICA FIRE EQUIPMENT CO., INC.	60		Non-Responsive	
TRAIL SAW & MOWER SERVICE, INC.	61	Line 1	21%	\$63,200
		Line 2	30%	\$21,000
		Line 3 hourly rate	\$85.00	\$51,000
				\$135,200
TEN-8 FIRE & SAFETY, LLC.	62	Lines 1 and 2	33%	\$60,300
MUNICIPAL EQUIPMENT COMPANY, LLC.	62	Lines 1 and 2	32%	\$61,200
MUNICIPAL EMERGENCY SERVICES, INC.	62	Lines 1 and 2	16%	\$75,600
NORTH AMERICA FIRE EQUIPMENT CO., INC.	62		Non-Responsive	
TEAM EQUIPMENT, INC.	62		Non-Responsive	
TEN-8 FIRE & SAFETY, LLC.	63		35%	\$52,000
MUNICIPAL EMERGENCY SERVICES, INC.	63		Non-Responsive	
FISHER SCIENTIFIC COMPANY, L.L.C.	64	Lines 1 and 2	5%	\$95,000
ALL SAFE INDUSTRIES, INC.	64		Non-Responsive	
MUNICIPAL EMERGENCY SERVICES, INC.	65	Lines 1 through 5	35%	\$1,249,300
JCO CORPORATION	67		38%	\$49,600



Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

January 26, 2023

TO: Melisa Vergara, Contracting Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: IFB #Y22-1053-MV, Fire Rescue HazMat Supplies and Equipment

The Business Development Division evaluated the **nine bids** submitted for this project. **None of the bidders are** an Orange County Certified Minority/Women Business Enterprise (M/WBE) firms. At the time of bid opening, there was no M/WBE availability. Hence, the bid preference program in accordance with the County's M/WBE Ordinance, Section 17-324 cannot be applied.

Also, I confirm my recommendation is free of conflicts of interest.

c: Sheena Ferguson, Manager, Business Development Division

Sheena Ferguson