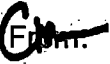




Interoffice Memorandum

October 23, 2020

To: Mayor Jerry L. Demings
and the Board of County Commissioners

From:  Carrie Mathes, CFCM, CPPO, C.P.M., Manager, Procurement
Division

Contact: David Gregory, Manager, Solid Waste Division
407-254-9622

Subject: Award of Invitation for Bids Y20-1014-WA, Hauling Transfer Trailers

ACTION REQUESTED:

Approval to award Invitation for Bids Y20-1014-WA, Hauling Transfer Trailers, to the low responsive and responsible bidder, Cruz Trucking, Inc., in the estimated contract award amount of \$1,554,240 for a one-year term. Further request authorization for the Procurement Division to renew for four additional one-year terms.

PROCUREMENT:

The contract will provide the equipment and personnel necessary to haul county-owned transfer trailers for the Solid Waste Division on an as-needed basis. These trailers are loaded with residential and commercial garbage. Full trailers will be picked up from the Porter and McLeod Transfer Stations and moved to the Orange County landfill for disposal.

FUNDING:

Funding is available in account number 4410-038-1031-3197.

APPROVALS:

The Solid Waste and Business Development Divisions concur with this recommendation.

REMARKS:

Six bids were received in response to the Invitation for Bids and were evaluated for responsiveness, responsibility, and price reasonableness. Based on the technical evaluation, a recommendation for award was posted for Fresh Delivery, Inc. dba Varis Stienway Logistics. A timely protest was submitted by Cruz Trucking, Inc. The Procurement Manager held a protest review and the decision was rendered to uphold the protest and deem Fresh Delivery, Inc. dba Varis Stienway Logistics non-responsible. A timely appeal was submitted by Fresh Delivery, Inc. dba Varis Stienway Logistics. A Protest Committee Hearing was held. The Protest Committee unanimously voted to deny the protest appeal. No additional appeal was filed. Cruz Trucking, Inc. has a

Award of Invitation for Bids Y20-1014-WA, Hauling Transfer Trailers

satisfactory record of performance and is considered responsible. Therefore, award is recommended to Cruz Trucking, Inc.

The bid tabulation is as follows:

BIDDER:	TOTAL BID AMOUNT:
Cruz Trucking, Inc.	\$1,554,240
Kissimmee B-Logistic Services, Inc.	\$1,800,000
GAPP Holding, LLC	\$1,959,920
T. Wayne Hill Trucking, Inc.	\$2,300,000
C&F Transportation, LLC	\$4,000,000
Fresh Delivery, Inc. dba Varis Stienway Logistics	NON-RESPONSIBLE




Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

October 29, 2020

TO: William Arce, Senior Purchasing Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator 
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **IFB-Y20-1014-WA, Hauling Transfer Trailers**

The Business Development Division evaluated the **five bids** submitted for this project and found that this contract may be awarded to **Cruz Trucking, Inc.**, a Certified Minority/Women Business Enterprise (M/WBE) firm. At the time of bid opening at least 20 firms were certified at the prime level in the scope of service. The Orange County certified firm is the lowest bidder. Hence, the bid preference program in accordance with the County's M/WBE Ordinance, Section 17-324 cannot be applied.

c: Sheena Ferguson, Manager, Business Development Division



BID COMPARISON

Y20-1014-WA, Hauling Transfer Trailers (Revised)

Rank	Bidder	Bid Amount	\$ Over Low Bid	% Difference From Low Bid (5%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid
Low Bid	Cruz Trucking, Inc. (HM)	\$1,554,240				
2nd Low	Kissimmee B-Logistic Services, Inc.	\$1,800,000	\$245,760	15.81%		
3rd Low	GAPP Holding, LLC	\$1,959,920	\$405,680	26.10%	\$159,920	8.88%
4th Low	T. Wayne Hill Trucking, Inc.	\$2,300,000	\$745,760	47.98%	\$500,000	27.78%
5th Low	C&F Transportation, LLC	\$4,000,000	\$2,445,760	157.36%	\$2,200,000	122.22%