



Interoffice Memorandum

November 9, 2020

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

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

CONTACT: Bryan Lucas, Manager, Fleet Management Division  
407-836-8202

SUBJECT: Award of Invitation for Bids Y20-1058-MV, Heavy Equipment Parts and Labor

ACTION REQUESTED:

Approval to award Invitation for Bids Y20-1058-MV, Heavy Equipment Parts and Labor, to the low responsive and responsible bidders, Alta Construction Equipment Florida, LLC., Bell Rentals & Sales, Inc., Dobbs Equipment, LLC, GS Equipment, Inc., Menzi USA Sales, Inc., Oviedo Mower and Garden Center, Inc., Ring Power Corporation, SSES, Inc. dba Southern Sewer Equipment, TAW Power Systems, Inc., and Cumberland International Trucks. The total estimated contract award amount for all bidders is \$26,219,646 for a three-year term. The breakdown is as follows for all bidders:

Alta Construction Equipment Florida, LLC	\$ 2,268,000
Bell Rentals & Sales, Inc.	\$ 1,088,400
Cumberland International Trucks	\$ 703,875
Dobbs Equipment, LLC	\$ 4,020,600
GS Equipment, Inc.	\$ 1,066,650
Menzi USA Sales, Inc.	\$ 1,474,500
Oviedo Mower and Garden Center, Inc.	\$ 897,375
Ring Power Corporation	\$11,251,296
SSES, Inc. dba Southern Sewer Equipment	\$ 1,277,700
TAW Power Systems, Inc.	\$ 2,171,250
Total Estimated Contact Amount	\$26,219,646

Further request authorization for the Procurement Division to renew the contracts for two additional one-year terms.

PROCUREMENT:

Heavy equipment parts are used by the Fleet Management Division to perform repairs on county-owned heavy equipment. Labor associated with repairs performed by the local dealer may be performed either at the dealer's business location or in the field as required. The Solid Waste Division also uses the contract.

FUNDING:

Funds are available in account numbers 5530-043-2035-4164 and 4410-038-1025-3820.

APPROVALS:

The Fleet Management and Business Development Divisions concur with this recommendation.

REMARKS:

Eleven bids were received in response to Invitation for Bids Y20-1058-MV and were evaluated for responsiveness, responsibility, and the percentage discount from the manufacturer's published list price for the parts. The total award per lot is based on annual usage and estimated projections. The percentage discounts range from 0% to 15%. Cumberland International Trucks and TAW Power Systems, Inc. were deemed non-responsive on Lot 5 for failing to complete the line items on the Bid Response Form within the lot. Trail Saw & Mower Service, Inc. was deemed non-responsive on Lot 14 for failing to complete all line items in the Bid Response Form within the lot.

Award is recommended to all bidders because they represent different manufacturers. The primary benefit of these contracts is timely access to heavy equipment parts, facilitating reduced downtime for heavy equipment. Labor hours are included in the solicitation to allow for expedited repairs that are not performed by the County.

The percentage discount tabulation is provided on the next page.

## Award of Invitation for Bids Y20-1058-MV, Heavy Equipment Parts and Labor

<b>Lot Number</b>	<b>Manufacturer</b>	<b>Discount from Published List Price</b>	<b>Vendor</b>
1	Bobcat	No Bid	
2	Capacity	5%	Cumberland International Trucks
3	Caterpillar	0%	Ring Power Corporation
4	Challenger	0%	Ring Power Corporation
5	Cummins	Non-Responsive	TAW Power Systems, Inc. Cumberland International Trucks
6	Godwin Pumps	No Bid	
7	Gradall	2%	GS Equipment, Inc.
8	John Deere Agricultural	No Bid	
9	John Deere Construction	2%	Dobbs Equipment, LLC
10	Kawasaki Mule	No Bid	
11	Kobelco	2%	GS Equipment, Inc.
12	Kohler Generator	10%	TAW Power Systems, Inc.
13	Komatsu	No Bid	
14	Kubota	Non-Responsive	Trail Saw and Mower Service, Inc.
15	Leeboy	2%	Dobbs Equipment, LLC
16	Massey Ferguson	No Bid	
17	Menzi	0%	Menzi USA Sales, Inc.
18	Roadtec	0%	Alta Construction Equipment Florida, LLC
19	Scag	15%	Oviedo Mower and Garden Center, Inc.
20	Schulte	2%	Bell Rentals & Sales, Inc.
21	Tiger	2%	Dobbs Equipment, LLC
22	Vac-Con	0%	SSES, Inc. dba Southern Sewer Equipment
23	Volvo Construction	0%	Alta Construction Equipment Florida, LLC




Interoffice Memorandum

**BUSINESS DEVELOPMENT DIVISION**

October 23, 2020

TO: Melisa Vergara, Contracting Agent  
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator   
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **IFB #Y20-1058-MV, Heavy Equipment Parts and Labor**

The Business Development Division evaluated the 10 bids submitted for this project. None of the bidders are 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.

c: Sheena Ferguson, Manager, Business Development Division

