



Interoffice Memorandum

August 3, 2017

To: Mayor Teresa Jacobs  
and the Board of County Commissioners

From: Carrie Woodell, Manager, Procurement Division

Contact: James Becker, Manager, Solid Waste Division  
407-254-9660

Subject: Award of Invitation for Bids Y17-622-TA, Purchase and Trade-In of Moving Floor Trailers

**ACTION REQUESTED:**

Approval to award Invitation for Bids, Y17-622-TA, Purchase and Trade-In of Moving Floor Trailers, to the low responsive and responsible bidder, MAC Trailer Mfg., in the amount of \$517,310.40. Further request approval for an additional quantity, not to exceed 50 trailers, in the total amount of \$3,344,368.

**PROCUREMENT:**

This procurement is for the purchase of live bottom trailers used to transport garbage from the County transfer stations to the County landfill. These trailers are specialized as they are to be loaded from an open top in the trailer and unloaded with a hydraulic walking floor. The Solid Waste Division maintains 100 live bottom trailers in its fleet and has these trailers on a 10 year rotation for replacement.

**FUNDING:**

Funding is available in account numbers 4410-038-1031-6430 and 4410-308-1034-6430.

**APPROVALS:**

The Solid Waste Division and the Business Development Division concur with this recommendation.

**REMARKS:**

Two bids were received in response to the Invitation for Bids and were evaluated for price, responsiveness, and responsibility.

Award of Invitation for Bids Y17-622-TA, Purchase and Trade-In of Moving Floor Trailers

In 2017, the Procurement Division approved the standardization of the Keith Walking Floors and Meritor automatic tire inflation parts for the trailers, due to operational advantages, including reduced maintenance requirements as a result of a configuration that supports rapid repair of units, reduced trailer weight that allows the trailers to carry more garbage and reduce the number of cross-town trips, and reduction in costs associated with inventorying multiple brands of maintenance products.

The Invitation for Bids includes the purchase of a guaranteed, initial amount of 15 trailers with a not-to-exceed additional quantity of 50 trailers over 12 months from date of contract award. The Invitation for Bids also includes the trade-in of 26 trailers that have experienced catastrophic failures over the past year and are no longer operable. The trade-in was approved by the Board on August 22, 2017. Over 20% of Solid Waste's trailer fleet is considered no longer operable and is need of the quantities listed in the Invitation for Bids.

Price reasonableness for the purchase of new trailers has been determined based on market research that includes price comparison of similar trailers using the Florida Sheriff's contract. Price comparison demonstrated that the cost per trailer per the Florida Sheriff's contract averages \$77,000, while the unit price per the bid is \$66,887, approximately 12% less.

Price reasonableness for the trade-in of the 26 trailers has been determined based on market research on live bottom trailers that have been placed in equipment auctions around the Country. The average trade-in value of trailers ranges from \$8,000 to \$10,000. The average price per trade-in is \$13,135, for a total trade-in value of \$478,000.

**Bids Received:**

MAC Trailer Mfg.

General Truck Equipment & Trailer Sales, Inc.

**Bid Amount:**

\$3,861,678.40

\$4,536,850.00




Interoffice Memorandum

**BUSINESS DEVELOPMENT DIVISION**

July 10, 2017

TO: Tracy Attenasio, Senior Purchasing Agent  
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator   
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **IFB #Y17-622-TA, Purchase and Trade-In of Trailers**

The Business Development Division evaluated the **2 bids** submitted for this project and found that **none** of the bidders are Orange County Certified Minority Women Business Enterprises. 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

