



## Interoffice Memorandum

October 11, 2017

TO: Mayor Teresa Jacobs  
and the Board of County Commissioners

FROM: Carrie Woodell, Manager, Procurement Division

CONTACT: Anthony Rios, Division Chief, Fire Rescue Department  
407 836-9037

SUBJECT: Award of Invitation for Bids Y17-1095-MV, Fire Rescue HazMat Supplies  
and Equipment

### ACTION REQUESTED:

Approval to award Invitation for Bids Y17-1095-MV, Fire Rescue HazMat Supplies and Equipment, to the low responsive and responsible bidders: Anclote Fire & Safety, Inc., Dana Safety Supply, Inc., Fisher Scientific Company L.L.C., Municipal Emergency Services, Inc., Municipal Equipment Company LLC, North America Fire Equipment Co., Inc., Team Equipment, Inc., Ten-8 Fire Equipment, Inc., and Trail Saw & Mower Service, Inc., in the total overall estimated contract award amount of \$4,727,050 for the initial 1-year term. Further request Board authorization for the Procurement Division to renew the contracts for four additional 1-year terms.

The initial estimated contract values are as follow:

Anclote Fire & Safety, Inc.	\$ 255,000
Dana Safety Supply, Inc.	\$ 140,000
Fisher Scientific Company L.L.C.	\$1,506,050
Municipal Emergency Services, Inc.	\$ 600,000
Municipal Equipment Company, LLC	\$1,199,000
North America Fire Equipment Co., Inc.	\$ 153,000
Team Equipment, Inc.	\$ 29,000
Ten-8 Fire Equipment, Inc.	\$ 775,000
Trail Saw & Mower Service, Inc.	\$ 70,000

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:

Delivery orders will be issued on an as-needed basis.

APPROVALS:

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

REMARKS:

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

Anclote Fire & Safety, Inc. will be awarded lots X and DD; Dana Safety Supply, Inc. will be awarded lots Q and PP; Fisher Scientific Company L.L.C. will be awarded lots C, D, G, J, K, L, S, EE, GG, HH, JJ, MM, NN, OO, SS, TT, VV, and WW; Municipal Emergency Services, Inc. will be awarded lots A, N, O, U, BB, and QQ; Municipal Equipment Company, LLC will be awarded lots H, I, FF, II, and LL; North America Fire Equipment Co., Inc. will be awarded lots P and Y; Team Equipment, Inc. will be awarded lots V and CC; Ten-8 Fire Equipment, Inc. will be awarded lots B, F, W, and Z; and Trail Saw & Mower Service, Inc. will be awarded lot KK.

Bennett Fire Products Company, Inc. was deemed non-responsive for Lot R because their bid deviated from the bid form requirements. Fisher Scientific Company, LLC. was deemed non-responsive for Lots BB & LL for failing to submit required manufacturer documentation. Municipal Emergency Services, Inc. was deemed non-responsive for Lots CC, GG, II, LL, NN, PP, SS, & TT for failing to submit required manufacturer documentation, and Lot H for failing to bid on all items. Lot BB required a tie breaker in accordance with the Procurement Procedures Manual. As a result, award is recommended to Municipal Emergency Services, Inc. based on closeness to delivery point or work site.

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

The bid tabulation is attached.

BID TABULATION  
IFB Y17-1095-MV, FIRE RESCUE AND HAZMAT SUPPLIES AND EQUIPMENT

Lot	Line Item	Manufacturer	Anclote Fire & Safety, Inc.	Bennett Fire Products Company, Inc.	Dana Safety Supply, Inc.	Fisher Scientific Company, L.L.C	Municipal Emergency Services, Inc.	Team Equipment, Inc.	Ten-8 Fire Equipment, Inc.	Trail Saw & Mower Service, Inc.	North America Fire Equipment Co., Inc.	Municipal Equipment Company, LLC
			% Disc.	% Disc.	% Disc.	% Disc.	% Disc.	% Disc.	% Disc.	% Disc.	% Disc.	% Disc.
A	1	Ajax tools	no bid	no bid	no bid	no bid	10%	no bid	5%	no bid	no bid	no bid
B	1	Akron, parts	no bid	no bid	no bid	no bid	no bid	no bid	21%	no bid	11%	20%
	2	Akron, equipment	no bid	no bid	no bid	no bid	no bid	no bid	44%	no bid	37%	43%
C	1	Alco-Lite	no bid	no bid	no bid	26%	20%	no bid	5%	no bid	7%	8
D	1	Amerex	no bid	no bid	no bid	42%	Net + 20%	no bid	35%	no bid	26%	no bid
E	1	Amkus Parts	no bid	no bid	no bid	no bid	no bid	no bid	no bid	no bid	no bid	no bid
	2	Amkus Equipment	no bid	no bid	no bid	no bid	no bid	no bid	no bid	no bid	no bid	no bid
F	1	Angus Fire Hose	no bid	no bid	no bid	no bid	no bid	no bid	40%	no bid	no bid	no bid
G	1	Brady Labels/Products	no bid	no bid	no bid	18%	no bid	no bid	no bid	no bid	no bid	no bid
H	1	Bullard, head protection	no bid	no bid	no bid	no bid	41%	no bid	no bid	no bid	no bid	35%
	2	Bullard, thermal imaging	no bid	no bid	no bid	no bid	no bid	no bid	no bid	no bid	no bid	5%
I	1	Circle D, Equipment	no bid	no bid	no bid	no bid	15%	no bid	15%	no bid	no bid	17%
	2	Circle D, Parts	no bid	no bid	no bid	no bid	15%	no bid	15%	no bid	no bid	17%
J	1	CMC Rescue Equipment	no bid	no bid	no bid	no bid	20%	no bid	15%	no bid	no bid	10%
K	1	Drager, gas detection	no bid	no bid	no bid	no bid	no bid	no bid	no bid	no bid	18%	15%
L	1	DuPont	no bid	no bid	no bid	44%	no bid	no bid	no bid	no bid	no bid	no bid
M	1	Dewalt, Equipment	no bid	no bid	no bid	no bid	no bid	no bid	no bid	no bid	no bid	no bid
N	1	Firecom	no bid	no bid	no bid	no bid	15%	no bid	10%	no bid	no bid	no bid
O	1	Fire Hooks Unlimited	no bid	no bid	no bid	16%	18%	no bid	8%	no bid	4%	7%
P	1	Hale, Category A	no bid	no bid	no bid	no bid	0%	no bid	5.0%	no bid	21%	20%
	2	Hale, Category B	no bid	no bid	no bid	no bid	0%	no bid	5.0%	no bid	21%	20%
	3	Hale, Category F	no bid	no bid	no bid	no bid	0%	no bid	5.0%	no bid	21%	20%
Q	1	Havis Products	no bid	no bid	35%	no bid	no bid	no bid	5.0%	no bid	12%	no bid
R	1	Globe	no bid	no response	no bid	no bid	no bid	no bid	no bid	no bid	no bid	no bid
S	1	Honeywell, bunker gear	no bid	no bid	no bid	59%	35%	no bid	no bid	no bid	no bid	no bid
	2	Honeywell, boots	no bid	no bid	no bid	48%	35%	no bid	no bid	no bid	no bid	no bid
	3	Honeywell, helmets	no bid	no bid	no bid	55%	35%	no bid	no bid	no bid	no bid	no bid
	4	Honeywell, accessories	no bid	no bid	no bid	46%	35%	no bid	no bid	no bid	no bid	no bid
	5	Honeywell Gas Detection Equipment & Parts	no bid	no bid	no bid	18%	35%	no bid	no bid	no bid	no bid	no bid
T	1	Hubbell Wiring Devices	no bid	no bid	no bid	no bid	no bid	no bid	no bid	no bid	no bid	no bid
U	1	Hust Rescue Equipment	no bid	no bid	no bid	no bid	21%	15%	no bid	no bid	no bid	no bid
	2	Hurst Rescue Parts	no bid	no bid	no bid	no bid	21%	15%	no bid	no bid	no bid	no bid

BID TABULATION  
IFB Y17-1095-MV, FIRE RESCUE AND HAZMAT SUPPLIES AND EQUIPMENT

V	1	Husqvarna, Equipment (Partner Saws)	no bid	no bid	no bid	no bid	no bid	20%	no bid	no bid	no bid	no bid
	2	Husqvarna, Parts	no bid	no bid	no bid	no bid	no bid	20%	no bid	no bid	no bid	no bid
W	1	Kocheck, Fire Hose	no bid	no bid	no bid	44.0%	25%	no bid	45%	no bid	no bid	23%
	2	Kocheck, Non-Fire Hose	no bid	no bid	no bid	44%	31%	no bid	45%	no bid	no bid	37%
X	1	Mercedes Fire Hose	10%	no bid	no bid	no bid	no bid	no bid	no bid	no bid	no bid	no bid
Y	1	Milwaukee Straps	no bid	no bid	no bid	no bid	no bid	no bid	5%	no bid	12%	no bid
Z	1	MSA Thermal Imaging Equipment	no bid	no bid	no bid	no bid	no bid	no bid	1%	no bid	no bid	no bid
AA	1	MTS Safety Vest	no bid	no bid	no bid	no bid	no bid	no bid	no bid	no bid	no bid	no bid
BB	1	National Foams	no bid	no bid	no bid	non-responsive	15%	no bid	5%	no bid	no bid	no bid
CC	1	Paratech	no bid	no bid	no bid	no bid	Non-responsive	15%	no bid	no bid	no bid	no bid
DD	1	Radio Tech	10%	no bid	no bid	no bid	no bid	no bid	no bid	no bid	no bid	no bid
EE	1	RAE Systems by Honeywell, Equipment Monitors, Parts & Accessories	no bid	no bid	no bid	22%	5%	no bid	no bid	no bid	no bid	no bid
FF	1	Red Head	no bid	no bid	no bid	no bid	no bid	no bid	25%	no bid	14%	30%
GG	1	Ringer Gloves	no bid	no bid	no bid	41%	Non-responsive	no bid	no bid	no bid	no bid	10%
HH	1	Scott Safety, respiratory	no bid	no bid	no bid	36%	20%	no bid	no bid	no bid	no bid	no bid
	2	Scott Safety equipment, parts & accessories, SCBA (NFA)	no bid	no bid	no bid	30.50%	20%	no bid	no bid	no bid	no bid	no bid
II	1	Shelby	no bid	15%	no bid	27.0%	Non-responsive	no bid	12%	no bid	no bid	28%
	2	Shelby extraction globes	no bid	10%	no bid	27%	Non-responsive	no bid	12%	no bid	no bid	28%
JJ	1	Streamlight	no bid	no bid	35%	49.5%	30%	no bid	48%	no bid	28%	47%
KK	1	Stihl, Equipment	no bid	no bid	no bid	no bid	no bid	no bid	no bid	21	no bid	no bid
	2	Stihl, Parts	no bid	no bid	no bid	no bid	no bid	no bid	no bid	30	no bid	no bid
LL	1	Supervac, Parts	no bid	no bid	no bid	non-responsive	Non-responsive	no bid	30%	no bid	26%	32%
	2	Supervac, Non-Parts	no bid	no bid	no bid	non-responsive	Non-responsive	no bid	30%	no bid	26%	32%
MM	1	Thermo Scientific, Radiation Detection	no bid	no bid	no bid	4%	no bid	no bid	no bid	no bid	no bid	no bid
	2	Thermo Scientific, Portable Optical Analysis	no bid	no bid	no bid	3%	no bid	no bid	no bid	no bid	no bid	no bid
NN	1	Tingley	no bid	no bid	no bid	44%	Non-responsive	no bid	no bid	no bid	no bid	no bid
OO	1	True North	no bid	no bid	no bid	23%	10%	no bid	10%	no bid	no bid	10%
PP	1	Whelen Products	no bid	no bid	45%	no bid	Non-responsive	no bid	25%	no bid	12%	no bid
QQ	1	Williams Fire Hazard, Firefighting Foar	no bid	no bid	no bid	no bid	20	no bid	5	no bid	no bid	no bid
RR	1	Worden	no bid	no bid	no bid	no bid	no bid	no bid	no bid	no bid	no bid	no bid
SS	1	Saint Gobain	no bid	no bid	no bid	18%	Non-responsive	no bid	no bid	no bid	no bid	no bid
TT	1	Duracell Pro Cell Bateriaes	no bid	no bid	no bid	30%	Non-responsive	no bid	no bid	no bid	no bid	no bid
UU	1	Gasco Calibration Gas	no bid	no bid	no bid	no bid	no bid	no bid	no bid	no bid	no bid	no bid
VV	1	Scott Safety Equipment	no bid	no bid	no bid	26%	20	no bid	no bid	no bid	no bid	no bid
WW	1	Pacific New Zealand	no bid	no bid	no bid	21%	no bid	no bid	no bid	no bid	no bid	20%
XX	1	Genesis Monitor	no bid	no bid	no bid	no bid	no bid	no bid	no bid	no bid	no bid	no bid
			No Bid	Higher Discount	Sole	Non-responsive	Nobody bid	Tie				




Interoffice Memorandum

**BUSINESS DEVELOPMENT DIVISION**

September 20, 2017

TO: Melisa Vergara, Senior Purchasing Agent  
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator   
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **IFB #Y17-1095-MV, Fire Rescue Hazmat Supplies & Equipment**

The Business Development Division evaluated the **10 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 can not be applied.

c: Sheena Ferguson, Manager, Business Development Division

