




HISTORIC
FRANKLIN
TENNESSEE

ITEM #10
WRKS
08/12/14

MEMORANDUM

July 28, 2014

TO: Board of Mayor and Aldermen

FROM: Eric S. Stuckey, City Administrator 
Russell Truell, Assistant City Administrator / CFO
Rocky Garzarek, Fire Chief
Brian Wilcox, Purchasing Manager

SUBJECT: Consideration of bid award to Sutphen Corporation of Dublin, OH in the total amount of \$1,581,153.10 (\$790,576.55 each) for two (2) fire pumper ladder trucks for the Fire Department (Purchasing Office Procurement Solicitation No. 2015-001; one (1) to be financed by means of City's FY2015 master lease arrangement, for which \$800,000 is budgeted in 310-89520-42200 of the Capital Projects Fund for fiscal year 2015; funds to be budgeted in 130-89520-42200 of the Facilities Tax Fund for fiscal year 2015 for the other; Contract No. 2014-0174)

Purpose

The purpose of this procurement is to purchase two (2) fire pumper ladder trucks for the Fire Department. The two fire trucks would be identical to each other. One of the new trucks would replace Ladder 5 which is scheduled to be reassigned to reserve status this fiscal year. The other would become Ladder 8 for new Fire Station No. 8 (located in the Westhaven neighborhood) scheduled to open in calendar 2015.

Background

The City published on June 19, 2014 a Notice to Bidders in the *Williamson Herald* for a minimum of two (2) new and unused fire pumper ladder trucks. In addition, bid documents were sent on or about the same date directly to seven (7) potential bidders known or thought to be interested in this solicitation. One (1) bid was publicly opened at the bid opening held on July 22, 2014. A tabulation of the bids received for this solicitation is attached.

Financial Impact

The apparent lowest, most responsive and responsible bid, from Sutphen Corporation of Dublin, Ohio, is in the amount of \$798,082 each with payment terms of 100% due and payable upon acceptance, net 7 calendar days from date of acceptance or date of invoice, whichever is later. This bid meets or exceeds the City's intention as expressed and implied by the City's specifications as well as the instructions, terms and conditions pertaining to this procurement solicitation. Per the City's solicitation, bidders were invited, but not required, to offer alternative financing and payment terms in addition to the financing and payment terms described above whereby up to 25% of the quoted bid price would be due and payable upon placing the order with the balance due and payable upon acceptance, net 7 calendar days from date of acceptance or date of invoice, whichever is later. Sutphen Corporation accepted this invitation and offered a deduction of \$7,505.45 per truck if \$199,520.50 per truck is paid within 30 days of contract execution, which would result in a balance of \$591,056.05 per truck due and payable upon acceptance, and a total purchase price of \$790,576.55 per truck. The Finance Department recommends the City accept these alternative financing and payment terms. Ladder 5 is scheduled to be financed by means of City's FY2015 master lease arrangement, for which \$800,000 is budgeted in the Capital Projects Fund for fiscal year 2015. Funds for Ladder 8 are to be budgeted in the Facilities Tax Fund for fiscal year 2015.

Options

In accordance with the bid documents, the City reserves the right to reject any and all bids. The alternative financing and payment terms offered by the bidder could be declined in favor of the 100%-due-and-payable-upon-acceptance-net-7 terms also quoted by the bidder.



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Recommendation

Staff recommends that the City accept, contingent upon Law Department and City Administrator approval of City Contract No. 2014-0174, the apparent lowest best bid, from Sutphen Corporation of Dublin, OH, in the total amount of \$1,581,153.10 (\$790,576.55 per truck) for two (2) fire pumper ladder trucks, with \$199,520.50 per truck to be paid within 30 days of contract execution, with the balance of \$591,056.05 per truck to be due and payable upon acceptance, net 7 calendar days from date of acceptance or date of invoice, whichever is later. Purchasing Manager Brian Wilcox is of the opinion that the prepared specifications as distributed allowed for competition among multiple vendors, and that the staff recommendation appears to be made in a fair and impartial manner based upon the bids received.

Tabulation of Bids*

Purchasing Office Solicitation No.:	2015-001 (a minimum of two (2) new and unused fire pumper ladder trucks)
Notice to Bidders published in the <i>Williamson Herald</i> on:	6/19/14
Number of vendors that were notified of / that responded to this solicitation for bids:	7 / 1
Date and time bids due and publicly opened:	7/22/14 2:00 PM
Present at opening of bids:	Don Ballington of Cumberland International Trucks, Inc.; Tyler Crews of the City of Franklin Fire Department; and Dee Settle and Brian Wilcox of the City of Franklin Purchasing Office
Target meeting of BOMA at which recommendation will be considered:	8/26/14

Bids received from:	Bid No.:	Does the bid include all required documents?	Year, Make & Model:	Does the bid MOES ¹ ? / If not, how many exceptions do not MOES ¹ ?	Total delivered bid price, per unit, for a minimum quantity of two:	Payment terms:	Estimated time of delivery after receipt of order:	Bid and bid pricing is valid and may be accepted through:
Sutphen Corporation 6450 Eiterman Rd. Dublin, OH 43016 Donald Ballington, Fire Apparatus Manager, Cumberland International Trucks, Inc. 615/829-7921 dballington@cumberlandintltrucks.com	1 of 2	Yes	2015 Sutphen SA 75 pumper ladder	Bidder takes no exceptions	\$798,082.00	100% due and payable upon acceptance, net 7 calendar days from date of acceptance or date of invoice, whichever is later	270-330 days	11/22/14
	2 of 2				\$790,576.55	\$199,520.50 per truck due and payable within 30 days of contract execution; \$591,056.05 per truck due and payable upon acceptance, net 7 calendar days from date of acceptance or date of invoice, whichever is later		

¹MOES indicates "meet(s) or exceed(s) specifications"

*Shaded bid is apparent lowest best bid