



MEMORANDUM

January 18, 2011

TO: Board of Mayor and Aldermen

FROM: Eric S. Stuckey, City Administrator *Eric*
Russell Truell, Assistant City Administrator / CFO
Becky Caldwell, Solid Waste Director
Brian Wilcox, Purchasing Manager

SUBJECT: Consideration of bid award to Stringfellow, Inc. of Nashville in the amount of \$117,150 each for two (2) new walking-floor solid waste transfer trailers for the Disposal Division of the Solid Waste Department (Purchasing Office Procurement Solicitation No. 2011-013; \$220,000 budgeted in 124-89530-46130 for fiscal year 2011)

Purpose

The purpose of this procurement is to purchase two (2) walking-floor solid waste transfer trailers. This equipment would be used by the Disposal Division of the Solid Waste Department to haul municipal solid waste from the City's solid waste transfer station on Century Court to a sanitary landfill. The new equipment would replace two trailers in the Solid Waste Department's fleet that are scheduled this current fiscal year to be removed from service.

Background

The Solid Waste Department Disposal Division budget for fiscal year 2011 allocates \$220,000 out of the Solid Waste Fund for the purchase of two (2) new walking-floor solid waste transfer trailers.

Financial Impact

The City published on December 16, 2010 a Notice to Bidders in the *Williamson Herald* for a minimum of two (2) new walking-floor solid waste transfer trailers. In addition, bid documents were sent on or about the same date directly to sixteen (16) potential bidders known or thought to be interested in this solicitation. Only one (1) bid was received and publicly opened at the bid opening held on January 13, 2011. A tabulation of the bids received for this solicitation is attached. The apparent lowest, most responsive and responsible bid, from Stringfellow, Inc. of Nashville, is in the amount of \$117,150 per unit. This bid was identified because it is the lowest bid that 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. The apparent lowest best bid amount is 6.5% over budget.

Options

In accordance with the bid documents, the City reserves the right to reject any and all bids. Other than rebidding, the City could purchase used or demonstrator models that would meet the needs of the Solid Waste Department but staff is not aware of any currently available for less than the bid price.

Recommendation

Staff recommends that the City accept the apparent lowest best bid, from Stringfellow, Inc. of Nashville, in the amount of \$117,150 per unit for the specified walking-floor solid waste transfer trailer. The Solid Waste Department proposes to purchase two (2) units at this unit price, so the total value of the purchase would be \$234,300. 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 *

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|--|-----------------|--|--|---|-----------------------|---|---|
| Purchasing Office Solicitation No.: | | 2011-013 (two (2) new walking-floor solid waste transfer trailers) | | | | | |
| Notice to Bidders published in the <i>Williamson Herald</i> on: | | 12/16/10 | | | | | |
| Number of vendors that were notified of / that responded to this solicitation for bids: | | 16 / 2 | | | | | |
| Date and time bids due and publicly opened: | | 1/13/11 2:00 PM | | | | | |
| Present at opening of bids: | | Joe Connolly of Stringfellow; and Tiffany Wilkins and Brian Wilcox of the City of Franklin Purchasing Office | | | | | |
| Target meeting of BOMA at which recommendation will be considered: | | 2/8/11 | | | | | |
| | | | | | | | |
| Bids received from: | Bid No.: | Year, Make & Model: | Does the bid MOES¹? / If not, how many exceptions do not MOES¹? | Total delivered bid price, per unit: | Payment terms: | Estimated time of delivery after receipt of order: | Bid price per unit is valid through: |
| Stringfellow, Inc. 2710 Locust St. Nashville, TN 37207 Joe Connolly, Environmental Sales Mgr. 615/226-4900 | | | | | | | |
| 1 of 1 2011 J & J ALF100 Bidder takes no exceptions \$117,150.00 net 30 days 120 days 03/31/11 | | | | | | | |
| PalFleet Truck Equipment 1801 Lebabnon Pike Nashville, TN 37210 Denny Acree, Sales 615/872-8222 | No Bid | | | | | | |
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¹MOES indicates "meet(s) or exceed(s) specifications"

*Shaded bid is apparent lowest best bid