

**Lee County Board Of County Commissioners  
Agenda Item Summary**

**Blue Sheet No. 20040054**

**1. REQUESTED MOTION:**

**ACTION REQUESTED:** Reject Formal Quote # Q-030773 and authorize DOT, Fleet Management, and Purchasing to negotiate with Kelly Tractor Company to purchase – for a not-to-exceed amount of \$130,000 - one Caterpillar D5N Dozer with associated maintenance/warranty packages. Discussions with Kelly Tractor have shown that the County can achieve savings of approximately \$12,000 through a negotiated procurement versus the pricing obtained through Formal Quote # Q-030773.

**WHY ACTION IS NECESSARY:** As this expenditure will exceed \$50,000, Board approval is required.

**WHAT ACTION ACCOMPLISHES:** Provides DOT with a reliable, new dozer that will be used to clean ditches and canal bottoms, repair right-of-ways, and to push material at various County dumps. This new unit will replace the old Fiat dozer that was sold at the January, 2002 County auction.

**2. DEPARTMENTAL CATEGORY:**  
COMMISSION DISTRICT #

**C9B**

**3. MEETING DATE:**

**02-10-2004**

**4. AGENDA:**

- CONSENT
- ADMINISTRATIVE
- APPEALS
- PUBLIC
- WALK ON
- TIME REQUIRED:

**5. REQUIREMENT/PURPOSE:**  
(Specify)

- STATUTE
- ORDINANCE
- ADMIN. AC-4-1
- CODE
- OTHER

**6. REQUESTOR OF INFORMATION:**

- A. COMMISSIONER
- B. DEPARTMENT Transportation
- C. DIVISION

BY: Scott Gilbertson, P.E., Director

**7. BACKGROUND:** On January 13, 2004, the Division of Purchasing received a request from the Division of Fleet Management to obtain Board permission to commence negotiations with Kelly Tractor Company for the purchase of a new Caterpillar D5N dozer for DOT.

Funding is available: PC5379114600.506430

Attachments:

- (1) Department Request to Reject/Negotiate
- (2) Preliminary Quote from Kelly Tractor Company
- (3) Tabulation Sheet from Formal Quote # Q-030773

**8. MANAGEMENT RECOMMENDATIONS:**

**9. RECOMMENDED APPROVAL:**

A Department Director	B Purchasing or Contracts	C Human Resources	D Other	E County Attorney	F Budget Services				G County Manager
<i>[Signature]</i>	<i>[Signature]</i> 1-15-04			<i>[Signature]</i> 1/28/04	OA <i>[Signature]</i>	OM <i>[Signature]</i>	Risk <i>[Signature]</i>	GC <i>[Signature]</i>	<i>[Signature]</i>

**10. COMMISSION ACTION:**

- APPROVED
- DENIED
- DEFERRED
- OTHER

Rec. by CoAtty  
Date: 1/23/04  
Time: 3:15 PM  
Forwarded to:  
Co. Admin  
1/28/04

RECEIVED BY  
COUNTY ADMIN: [Signature]  
1/28/04  
3:10 PM  
COUNTY ADMIN  
FORWARDED TO: [Signature]  
1/28/04  
3 PM



## DIVISION OF FLEET MANAGEMENT

**To:** Janet Sheehan, Purchasing Director  
**From:** Marilyn L. Rawlings, Fleet Manager *MR*  
**Date:** 1/12/2004  
**Re:** D5N Caterpillar Dozer

Please prepare a Blue Sheet for the purchase of one Caterpillar Track –Type Tractor Model D5N, for the Department of Transportation, Operation Division.

### ACTION REQUESTED:

Reject Quote Q-030773 and allow Lee County Fleet Management and DOT Operations to negotiate with Kelly Tractor Company to purchase a D5N Track-Type Tractor and specialized maintenance and/or warranty programs not to exceed \$130,000. By rejecting Quote Q-030773, Kelly Tractor has offered their governmental discount to Lee County, saving us approximately \$12,786.

### WHY ACTION IS NECESSARY:

Board approval is required, as this expenditure will exceed \$50,000.

### WHAT ACTION ACCOMPLISHES:

The Caterpillar D5N Track-Type Tractor will provide the Department of Transportation with a new reliable unit to be used to clean ditches and canal bottoms, repair right-of-ways, and to push material at the various County dumps. This new tractor will replace the old Fiat Dozer that was sold at the January 2002 County auction.

Funds for this purchase are available from account string #PC5379114600.506430.

04 JAN 13 PM 2:21

01/09/2004 15:04 5614217187

KELLY TRACTOR

PAGE 01

## KELLY TRACTOR CO

8055 NW 58TH ST  
MIAMI, FL 33166  
305-552-0330 fax 305-477-2234

Quote No. 181

### SALES QUOTE

**Explosion**  
 Name: Alan Moughugh 772-210-7705 mobile  
 Position: Sales Representative 157-255071 Mobil  
 Department: General Line Sales email: alanmoughugh@kellytractor.com

**Date:**  
 Final Contract: \_\_\_\_\_  
 Quote Issued: 1/09/04  
 Appointment: \_\_\_\_\_

Product/Service Name	Quantity	Price	TOTAL
1-NEW CATERPILLAR D6M LGP FINGER TIP CONTROL TRACK TYPE TRACTOR INCLUDES STANDARD EQUIPMENT PLUS 4 LIGHTS, HEAVY DUTY RADIATOR GUARD, RADIATOR SANDBLAST GRID, REAR SCREEN, SHEEPS, FUEL TANK GUARD AND LGP DOZER BLADE  20.27% GOVERNMENTAL DISCOUNT  OPEN MARKET ITEMS: ALUMIN RACKS EXTRA PARTS AND SERVICE BOOKS  (A) 5 YEARS OR 7500 HOURS WHICHEVER OCCURS FIRST GOVERNMENTAL POWER TRAIN WARRANTY ADD \$3,261.00 (B) 8 YEARS OR 7500 HOURS WHICHEVER OCCURS FIRST GOVERNMENTAL TOTAL MACHINE WARRANTY ADD \$4,798.00	1	\$167,201.00	\$167,201.00
	1	(\$41,330.00)	(\$41,330.00)
	1	\$500.00	\$500.00
	1	\$2,000.00	\$2,000.00

**Customer:** LEE COUNTY  
 Address: PO BOX 396  
 City: FORT MYERS  
 State: FL  
 Zip: 33902-0396  
 Phone: 739-344-3460  
 Alt. Contact: \_\_\_\_\_  
 Email: \_\_\_\_\_  
 Fax: 239-344-3460

**Customer:** LEE COUNTY  
 Address: \_\_\_\_\_  
 City: \_\_\_\_\_  
 State: \_\_\_\_\_  
 Zip: \_\_\_\_\_  
 Phone: \_\_\_\_\_  
 Alt. Contact: \_\_\_\_\_  
 Email: \_\_\_\_\_  
 Fax: \_\_\_\_\_

**Notes:**  
 2004 PRICING

Established Customer  
 New Customer  
 Prospective Customer

**Subtotal:** \$118,471.00  
**Taxes:** FL SALES TAX  
**TOTAL:** \$118,471.00

Office Use Only: \_\_\_\_\_  
 Third Year: \_\_\_\_\_

FORMAL QUOTATION #Q-030773		LEE COUNTY, FLORIDA TABULATION SHEET	
OPENING DATE: OCTOBER 14, 2003		FOR	
BUYER: PATTI ARMBRUSTER		CATERPILLAR D5N BULLDOZER	
VENDORS	THOMPSON TRACTOR CO		KELLY TRACTOR
THREE COPIES ENCLOSED	YES		YES
GRAND TOTAL COST	\$ 160,935.00		\$ 128,428.00
POWER TRAIN WARRANTY -OPTION A	\$ 6,500.00		\$ 3,351.00
EXTENDED FULL MACHINE WARRANTY - OPTION B	\$ 12,500.00		\$ 6,706.00
MAINTENANCE PROGRAM - OPTION C	NO BID		\$ 1,384.46
TO BE DELIVERED IN ___ DAYS	180		90 DAYS OR LOANER SUPPLIED
LOCAL VENDOR PREFERENCE	NO		YES
DELIVER WITH OWN VEHICLE	YES		YES
QUOTE SIGNED	YES		YES
MODIFICATIONS	NO *		YES -
<b>NO BIDS</b>			AUTO REVERSING FAN NOT IN BID PRICE DUE TO AUTO REVERSING
LB SMITH			FAN NOT COMPATIBLE WITH RADIATOR SAND BLAST GRID.
	* AFTER VERIFICATION, THE REVERSING FAN AND SAND BLAST GRID IS NOT COMPATIBLE.		
POSTING TIME/DATE	THIS VENDOR STATED \$200 COULD		
FROM: /	BE DEDUCTED WITH ONE OR THE		
UNTIL: /	OTHER PART DELETED.		
BY:			

ATTACHMENT #3

MEMORANDUM  
FROM  
THE DIVISION OF PURCHASING

DATE: JANUARY 15, 2004

2004 JAN 23 PM 2:58  
RECEIVED BY  
LEE CO. ATTORNEY

TO: MARILYN RAWLINGS  
FLEET MANAGER

*Janet Sheehan*  
FROM: JANET SHEEHAN, CPPB  
PURCHASING DIRECTOR

RE: BLUE SHEET # 20040054

PROJECT: One Caterpillar Dozer

TYPE: Rejection of Formal Quote/Request to Negotiate

AWARDED TO: Kelly Tractor Company

Attn. Ms. Rawlings – When you have finished your review of this package, please forward it to Scott Gilbertson, DOT.

Attn. Mr. Gilbertson - When you have finished your review of this package, please forward it to Kristie Kroslack in the County Attorney's Office.

If there are any questions or concerns with this package, please contact Bob Franceschini at 344-5450.