

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

**Blue Sheet No. 20050254**

**1. REQUESTED MOTION:**

**ACTION REQUESTED:** Approve Bid Waiver # W-050256 to waive the formal quotation procedure and allow DOT/Operations to purchase one new trailer mounted under-bridge aerial access platform from Hydra Platforms Manufacturing, Inc.; the only company that builds a platform of this type that is both trailer mounted and has a 32' reach. Grand total cost: \$118,000.

**WHY ACTION IS NECESSARY:** Expenditures exceeding \$50,000 require Board approval.

**WHAT ACTION ACCOMPLISHES:** Provides DOT with a means to repair and maintain bridges by working underneath them.

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

*A9A*

**3. MEETING DATE:**

*03-22-2005*

**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 DOT
- C. DIVISION Operations

BY: Scott Gilbertson, P.E., Director

**BACKGROUND:** On February 16, 2005, the Division of Purchasing received a request from DOT/Operations and Fleet Management to waive the formal quotation procedure and purchase a new trailer mounted under-bridge aerial platform from Hydra Platforms Manufacturing. This waiver is predicated on and justified by the following: 1) Hydra Platforms is the only company that builds a platform of this type that is both trailer mounted and has a 32' reach. 2) Fleet and Purchasing have contacted Hydra equipment dealers in an effort to make certain that the price quoted direct from the manufacturer is competitive. The results of this informal survey show a 30% savings over dealer cost. Further, all of the dealers contacted stated that they would not respond to a request for quotations since it is an established fact that they cannot beat factory direct pricing.

Funds are available: PC54115.17500.506430

**Please see attachments:**

- (1) Request for Bid Waiver/Justification for Waiver Purchase
- (2) Hydra Platforms Manufacturing's Sole Source Verification/Quotation

**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>			<i>[Signature]</i>	OA	OM	Risk	GC	<i>[Signature]</i>
					<i>3/4/05</i>	<i>3/7</i>	<i>3/7/05</i>	<i>3/7/05</i>	

**10. COMMISSION ACTION:**

- APPROVED
- DENIED
- DEFERRED
- OTHER

Rec. by CoAtty
Date: <i>3/4/05</i>
Time: <i>11:30</i>
Forwarded To: <i>[Signature]</i>

RECEIVED BY COUNTY ADMIN:
<i>3/4/05</i>
<i>310</i>
COUNTY ADMIN FORWARDED TO: <i>[Signature]</i>
<i>3/4/05</i>

*RIC*



DIVISION OF  
FLEET MANAGEMENT

**To:** Janet Sheehan, Purchasing Director  
**From:** Marilyn L. Rawlings, Fleet Manager *MR*  
**Date:** 2/04/2005  
**Re:** Trailer mounted under-bridge platform

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Please prepare a Blue Sheet for the purchase of one (1) new Trailer mounted under-bridge aerial access platform, for the Department of Transportation/Operations.

**ACTION REQUESTED:**

Approve the Bid Waiver to Hydra Platforms MFG Inc. for the purchase of one (1) new Trailer mounted under-bridge aerial access platform in the amount of \$118,000.

**WHY ACTION IS NECESSARY:**

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

**WHAT ACTION ACCOMPLISHES:**

This purchase will provide the Department of Transportation to repair and maintain all the bridges from underneath them. (See attached documents)

Funds for this purchase are available from account string #PC54115.17500.506430

## **BACK GROUND**

The purpose of this memo is to respectfully request assistance to secure BoCC approval to proceed with a bid waiver for sole source to Hydra Platform.

Lee County Department of Transportation/Operations has borrowed a one of these trailers from the State DOT and has also rented a trailer from this same vendor. DOT/Operations is very happy with this trailer. (See attached e-mail).

The reason for this sole source is:

- Hydra Platforms is the only company who builds the trailer mounted under-bridge aerial access platforms.
- See attached documents.

**JUSTIFICATION FOR SOLE SOURCE AND/OR WAIVER PURCHASE**

REQUISITION NUMBER \_\_\_\_\_

DATE January 24, 2005

DEPARTMENT DOT Operations

BUSINESS UNIT \_\_\_\_\_

SUGGESTED VENDOR

Hydra Platforms MFG Inc. (Vendor # 297939)

ITEM DESCRIPTION AND REASON FOR SOLE SOURCE AND/OR WAIVER:  
(MAY ALSO BE ATTACHED AS A MEMO)

\*\*\* See attached letter from the vendor \*\*\*

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

TECHNICAL CHARACTERISTICS:

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

REASON FOR REQUESTING SOLE SOURCE:

ITEM MUST MATCH EXISTING EQUIPMENT, WHICH IS:

\_\_\_\_\_

ITEM IS A REPAIR PART FOR EXISTING EQUIPMENT, WHICH IS:

\_\_\_\_\_

ITEM IS TO BE ATTACHED TO EXISTING ITEM, WHICH IS:

\_\_\_\_\_

Revision Date:

TECHNICAL CHARACTERISTICS OF REQUESTED ITEM ARE ESSENTIAL TO OUR NEEDS BECAUSE:

          \*\* See E-mail from the Department - DOT Operations \*\*          

NO OTHER MANUFACTURER OF THIS TYPE OF PRODUCT EXISTS

OTHER MANUFACTURERS OF THIS TYPE OF PRODUCT DO NOT MEET OUR MINIMUM REQUIREMENTS:

MANUFACTURER'S NAME: \_\_\_\_\_

REASON: \_\_\_\_\_

MANUFACTURER'S NAME: \_\_\_\_\_

REASON: \_\_\_\_\_

MANUFACTURER'S NAME: \_\_\_\_\_

REASON: \_\_\_\_\_

OTHER \_\_\_\_\_

MUST PERFORM PRICE OR COST ANALYSIS OR ATTACH NEGOTIATED PRICE QUOTE FROM VENDOR; LETTER FROM MANUFACTURER STATING SOLE SOURCE.

A) PRICE ANALYSIS PERFORMED

BASED ON:

          **\*\* See attached letter from vendor \*\***            
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Revision Date:

B) COST ANALYSIS PERFORMED:

BASED ON:

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*Paul W. Lygal 2/11/05*  
 SIGNATURE AND TITLE OF REQUESTER  
 DOT Deputy Director

I, *Robert D. Tarnacchini*, AUTHORIZED BUYER,  
 CONCLUDE THE FOLLOWING:

SOLE SOURCE JUSTIFICATION IS ADEQUATE AND PURCHASE IS AUTHORIZED WITHOUT COMPETITIVE BIDDING.

SOLE SOURCE JUSTIFICATION IS INADEQUATE AND REQUISITION IS RETURNED TO DEPARTMENT.

DUE TO TIME RESTRAINTS PURCHASE IS AUTHORIZED WITHOUT COMPETITIVE BIDDING.

COMPETITIVE/NON-COMPETITIVE BID WAIVER APPROVED.

*Robert D. Tarnacchini*  
 BUYER

*2/11/05*  
*Paul W. Lygal* 2/11/05  
 PURCHASING DIRECTOR

## PURCHASING SURVEY – HYDRA PLATFORM DEALERS

The following dealers were contacted in an effort to verify that Hydra Platforms Manufacturing, Inc. is a justified sole source for the purchase of an under-bridge platform.

### U.S. Markets, Inc. - Illinois/Pete Mastro

- Would not quote – can't beat a factory direct price.
- Would recommend purchasing it direct; need factory direct training on use and maintenance.
- There is nothing similar out there with a 32' reach.

### Nesco Sales & Rentals – South Carolina/Mark Smith

- Best bet is to go direct – can't touch the factory direct pricing.
- Would not submit a quote.

### GAR Equipment – New Jersey/Merritt Kurtz & Charles Molloy

- Would not respond to a solicitation for quotes.
- Hydra has a history of undercutting its dealers on price in a competitive bid situation.
- Best thing is to go direct thru them.

NOTE: When it was determined that none of the above dealers would quote; all were asked their opinion of the \$118,000 price that the manufacturer quoted to the County. Without exception the response was that this was an excellent price and that we should move forward with the procurement.

# MATERIAL REQUEST FORM

Non-Surcharge



BOARD DATE \_\_\_\_\_  
Blue Sheet # \_\_\_\_\_

R.P.O. # \_\_\_\_\_

PO # \_\_\_\_\_

VENDOR: **Hydra Platforms MFG Inc.**  
PO Box 5280  
Lake Wylie, SC 29710

VENDOR # **297939**

ORDER CONFIRMED BY: **Garth E. McGillewie Jr**

PHONE # **803-831-8195**  
FAX # **803-831-0606**

DELIVERY \_\_\_\_\_

REPLACES ASSET # **NEW**

DEPT # **TOP BRIDGE - DOT Operations, Bridge Crew**

REGISTRATION, TITLE AND TAGS BEING PAID FOR BY: Lee County

ACCOUNT STRING \_\_\_\_\_

FLEET MANAGEMENT SPEC #	05-033	QTY:	UNIT PRICE
This PO is opened for DOT Operations to purchase a new trailer mounted underbridge aerial access platform, model-HP 32/180. This purchase will allow the department to work underneath the bridges to make repairs and maintain the bridges.			
Hydra Platform model-HP 32/180 with all the standard equipment. (see paper work for details).	(see	1	\$ 118,000.00
Unit will come with two (2) complete sets of manuals to cover parts and operations.			
Price will include training and set up.			
<b>Warranties.</b>			
Engine has a manufacturer's standard warranty.			
<b>Subtotal for all options:</b>			\$ 118,000.00
			\$ -
<b>TOTAL AMOUNT OF PURCHASE ORDER:</b>			\$ 118,000.00

APPROVED

BY: Danny Brashear   
Operations Manager

DATE: 02/02/05





MANUFACTURERS

STATE OF THE ART  
UNDER BRIDGE DEVICES

SALES

RENTALS

20 January 2005

Danny Brashear  
Lee County Fleet Management  
2955 Van Buren Street  
Fort Myers, FL 33916

Dear Danny

Thank you for your phone call and following is the information that you requested.

Enclosed are some brochures of the Trailer Mounted HP 32/180 Underbridge Device as well as a generic spec. sheet giving all of the details regarding the HP 32/180.

As I mentioned to you, we are the only manufacturer of Trailer Mounted Underbridge Access Equipment in the USA. We have supplied North Carolina and Oregon in the past year as a Sole Source Supplier. In years gone by we have also supplied numerous other states including Virginia, New York and one of the districts in Florida, amongst others.

The Trailer Mounted Hydra Platform, Model HP 32/180 Underbridge Device has a list price of \$147,000.00. I can sell the machine to you for a net delivered price of \$118,000.00 and this price also includes training and set up.

Please feel free to contact me with any other information you may require.

Thank you

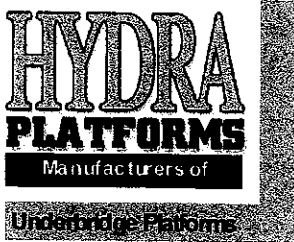
Regards

A handwritten signature in black ink, appearing to read "G. McGillewie Jr.", written over a dark rectangular box.

Garth E. McGillewie Jr

HYDRA PLATFORMS MFG., INC.

# HYDRA PLATFORMS UNDERBRIDGE ACCESS PLATFORMS



## HP SERIES

**180 ° PLATFORM ROTATION**

**1,000 POUND PLATFORM WEIGHT CAPACITY**

**32 FOOT PLATFORM LENGTH**

## DESCRIPTION

**HYDRA PLATFORM MODEL HP 32/180**

**SELF ERECTING AND SELF PROPELLED**

**TRAILER MOUNTED UNDERBRIDGE AERIAL PLATFORM**

## GENERAL

It is the purpose of this specification to secure bids on a trailer mounted underbridge device for inspection and maintenance. The basic purpose of this unit is to allow inspectors and workers to reach working positions below bridge decks. Service and parts just be available within 48 hours within the Continental United States. **The unit shall be a model under current production by the manufacturer.** The machine furnished shall be the manufacturer's latest standard production model and must be complete with all standard equipment listed as such in the manufacturer's latest literature/brochures. **Two copies of the manufacturer's published specifications shall be submitted with this bid, together with all sales brochures and specifications necessary to verify that the unit either meets or exceeds each and every specification listed below.** This means that the department requires specific responses to all specific provisions. We can not assume that silence on any provision means that the bidder means to comply. Blanket statements are not adequate. You must address each and every item in this specification. Failure to comply will cause bid to be rejected.

### 1. COVERAGE UNDER BRIDGE

While in stationary position, the unit shall cover a working area of approximately **32 feet (1608 square feet)** with platform movements controlled by the personnel on the platform.

### 2. SELF PROPELLED AND SELF ERECTING

**The unit shall be self erecting by hydraulics and self propelled on the bridge when erected.**

### 3. PLATFORM

Platform shall have a load capacity of 1,000 pounds spread across the length of the platform. At the 180° position, when the platform is parallel to the side of the bridge, the maximum weight shall be 1,000 pounds. Platform shall extend and retract hydraulically.

### 4. PLATFORM ACCESS

Access to the platform is to be by steps in a fully enclosed tower.

### 5. PLATFORM WIDTH

Platform must be at least 32 inches wide.

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**6. PLATFORM ROTATION**

Platform must be capable of rotating at least 180° underneath the bridge with operation from the platform.

**7. OUTSIDE TOWER AND PLATFORM**

The platform shall have a drop depth under the bridge of 18 feet in one hydraulic movement without hydraulic cylinder pins being repositioned.

**8. MINIMUM REACHES**

The unit shall have a minimum horizontal reach of 32 feet and a vertical reach below the bridge deck of 18 feet.

**9. TOWERS**

Once erected the vertical towers shall have a 5° over center working capability to compensate for bridges on a grade. The towers are to be made of structural steel tubing and shapes.

**10. ADJUSTABLE TOWER SEPARATION SYSTEM**

The unit has to incorporate a fully adjustable tower separation system that allows the tower to be adjusted in or out or at a maximum extension to clear pedestrian sidewalks or wide bridge railings. Maximum extension is to be at least 72 inches. Minimum extension is to be 35 inches.

**a. PERSONNEL ACCESS SAFETY**

The access walkway from the trailer to the vertical tower is to remain horizontal once the machine is erected. This walkway is to remain horizontal even if the outside tower is adjusted out to clear a sidewalk or in to bridge the tower closer to the side of the bridge. This is an important safety feature for personnel to access the Tower and Platform.

**b. SAFETY NOTICE**

**DO NOT ACCEPT A SYSTEM THAT ELEVATES OR DROPS ACCESS WALKWAY TO OUTSIDE TOWER. THIS IS A PERSONNEL SAFETY FEATURE.**

**11. MAXIMUM SIDEWALK AND BRIDGE RAILING EXTENSION**

7 FEET 8 INCES

**12. ROTATION BEARINGS**

The unit shall have a minimum static thrust capacity of 150,000 pounds each.

**13. WEIGHT**

Minimum dry weight shall be 14,000 pounds.

**14. STABILIZERS**

Stabilizers shall be furnished by the manufacturer for stabilization of the unit and one rotating counterbalance. The stabilizers shall extend and retract hydraulically.

**15. COMMUNICATION SYSTEM**

The manufacturer's standard communication system shall be furnished. The system shall be **voice activated** and free from any C.B. interference. The system shall both transmit and receive communication between the platform and the trailer or main control station.

**16. HYDRAULIC SYSTEM**

The hydraulic system shall be sufficient to properly operate and propel the unit with greatest safety and have nine independent power operations. The unit shall be completely **self erecting**,

include **hydraulic rotation of the turntable, hydraulic rotation of the platform, and the platform shall telescope hydraulically.**

**17. ERECTION WIDTH**

The unit shall be able to be erected with the width of one 10 foot wide lane.

**18. J.I.C. STANDARDS**

All hydraulics shall meet J.I.C. Standards and wherever possible hydraulic stainless steel tubing is to be used in place of standard hydraulic hose.

**19. HYDRAULIC CYLINDERS**

The hydraulic cylinders used for erecting the unit are to include safety lock valves and the hydraulic cylinder used for raising and lowering the platform, once erected, is also to include safety lock valves.

**20. HYDRAULIC PRESSURE AND FLOW RATE**

System must operate at 2800 psi with 1.2 gallons per minute flow rate and be fitted with a 10 micron filter.

**21. CONTROLS**

All controls are to be of the dead man type and shall control the movements of the Towers, Platform, and / or propulsion of the unit without loss of speed of any of the operating functions. A minimum of two (2) complete sets of controls shall be supplied. Platform Control Panel unit shall have safety override key switch at main control station. Handheld remote unit shall also be supplied.

**22. SAFETY CONTROLS**

Two (2) Emergency Kill Switches, one at each control station, shall be fitted for the safety of the operating personnel.

**23. TRAILER AND AXLES Triple Torsion Bar Axles (3) Wheels (6)**

The trailer shall be constructed of high quality steel and feature **triple (3) torsion bar axles with minimum capacity of 6,500 pounds each.** The deck of the trailer is to be constructed of diamond plate not less than 3/16 inch thick. The trailer shall also have a mechanically operated parking brake on 4 wheels with Electric Brakes on 6 wheels and a 20,000 pound capacity tow hitch.

**24. MAIN HYDRAULIC DRIVE MOTOR**

18 HP V Twin Kohlor Gasoline Engine with **automatic idle** when Hydraulic System is not operated.

**25. AUXILIARY BACK-UP SYSTEM**

An auxiliary 5 HP gasoline powered motor and hydraulic pump shall be provided as a back-up to the main hydraulic system for emergencies.

**26. WARRANTY**

Manufacturer's Standard Warranty shall apply.

**27. SAFETY CODES / OSHA REQUIREMENTS**

The platform is to comply and be certified in compliance with ANSI SIA A92.8/1993.

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**28. SAFETY RECORD**

**MANUFACTURER OR VENDOR MUST CERTIFY THEIR UNDERBRIDGE PLATFORM HAS A MINIMUM OF 10 YEARS, 100% SAFETY RECORD WITH ZERO PERSONNEL HARM.**

**29. COLOR**

Unit will be painted Safety yellow / orange color.

**30. PARTS AND MANUALS**

Two (2) Complete sets of service parts and operating manuals are to be supplied.

**31. SAFETY DECALS**

Instruction and safety decals shall be fitted to each unit.

**32. SAFETY CERTIFICATION**

Manufacturer / Vendor confirm the model offered shall be a standard production model that is not materially modified or augmented to meet this specification. Sales brochures and specifications to confirm compliance are to be submitted with bid.

**33. CERTIFICATION**

**The bidder certifies the above described underbridge platform is a current production model**, which incorporates compliance provisions and specifications, one (1) through thirty four (34), as listed above, and further certifies a minimum of 5 underbridge platforms as described above have been sold in the USA. The units have been in satisfactory operating order and in service with both private industry and DOT's . **the supplier confirms their units meet the specifications referred to and further certify that their underbridge platform has a minimum 10 year, 100% safety record.**

The manufacturer / bidder confirms all the above answers are true and correct and can be substantiated. The unit offered is a standard production model and has not been materially modified or augmented to meet this specification.

SIGNED \_\_\_\_\_ TITLE \_\_\_\_\_

Name Printed \_\_\_\_\_ Date \_\_\_\_\_

Name of Manufacturer /Bidder \_\_\_\_\_

Address \_\_\_\_\_

Phone Number \_\_\_\_\_ Fax Number \_\_\_\_\_

**Manufactured By: Hydra Platforms Mfg Inc  
PO Box 5280  
Lake Wylie, SC 29710  
Phone: (803) 831-8195  
Fax: (803) 831-0606**

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**Paul Wingard - Hydra Platform**

---

**From:** Danny Brashear  
**To:** Wingard, Paul  
**Date:** 2/11/2005 9:11 AM  
**Subject:** Hydra Platform

---

Paul,

Good morning.

I did research a little more on this trailer mounted bridge platform. I found some other dealers like, Century, Nesco, Ohio Central Steel, etc. but all of these vendors sell the Hydra Platform, which is the same machine I have the quote for. My quote is coming straight from the manufacturer. If we go with a dealer, we will spend an additional 30% plus. We are fortunate that we can buy straight from the manufacturer and not have to go through a dealer. If you found anything different than these dealers and they sell a different manufacturer, please advise. (I can't find any)

There was a different company out of Germany years ago that built one but didn't make it, from what I'm told.

Garth McGillewie, (president of Hydra Platforms) is going to make me a copy of the paper work where North Carolina and Oregon purchased this same machine as a sole source. He will try and get that to me today.

I will send this information once I receive it.

Please let me know if you found a different vendor or company.

Thank you.

DRB.

Dan,

Attached is the signal form.

Any questions, please call

Paul

**Paul Wingard - Re: Hydra Platform**

---

**From:** Danny Brashear  
**To:** Wingard, Paul  
**Date:** 2/9/2005 7:46 AM  
**Subject:** Re: Hydra Platform

---

Paul,

Thank you. I can truly respect your concern. I have contacted the State DOT and they no longer have their trailer and said they do believe that Hydra Platform was the only ones to make the trailer mounted bridge platform. The other bridge platform that FDOT had, (truck mounted) was also bought from Hydra Platform, but there was other companies that build the truck type. Since we are looking at the trailer mounted platform, I feel the sole source is the way to go. I can't find another vendor anywhere to give me a quote. I've been on the internet and contacted several different trailer manufacturers, with no success. I have not contacted the other states that have purchased this machine listed on the letter from Hydra, North Carolina, Oregon, Virginia and New York, but I will if you feel we need to.

Hope this helps you make your decision.  
 Let me know if you need anything else.  
 Thank you.  
 DRB.

>>> Paul Wingard 02/09/05 07:12AM >>>  
 Danny,

I understand that but have you checked elsewhere. I just don't want to put Scott into the position of saying to the BoCC that this is the only one to buy unless we have some assurance, besides the manufacture, that this is a true statement. Have you checked with any other suppliers, or with FDOT? If we have a couple of other sources that confirm the manufacture's statement then we are OK with signing the paperwork.

Paul W. Wingard, P.E.  
 Deputy Director, DOT  
[wingarpw@leegov.com](mailto:wingarpw@leegov.com)  
 Phone 239-694-3334  
 or 239-479-8545  
 cell phone 239-707-6981  
 Fax 239-694-3332

>>> Danny Brashear 02/08/05 11:44AM >>>  
 Paul,

In the attachment, there is a letter from the vendor (manufacture of the trailer) stating they are the only company that builds these trailers. If we put this out to bid and only get one vendor to submit a quote, the board doesn't like that and it would delay the process so we wanted to go with sole source. The paper work you need to sign is for the sole source request to Purchasing.

Hope this helps, if not please give me a call.  
 Thank you.  
 DRB.

>>> Paul Wingard 02/08/05 11:35AM >>>  
 Danny,

I am not sure what you are asking me to sign off on. I have not researched and have no idea if there are other manufactures of this type of equipment or maybe similar equipment. Ops did rent one of these machines and had great success with it and would like to proceed with the purchase. But that still does not mean that any of us can verify that this vendor is the only manufacture of such a piece of equipment. Am I missing something? Further I can not sign off on an equipment purchase, wouldn't that have to come from Jim L. or at least Scott?

Paul W. Wingard, P.E.  
Deputy Director, DOT  
[wingarpw@leegov.com](mailto:wingarpw@leegov.com)  
Phone 239-694-3334  
or 239-479-8545  
cell phone 239-707-6981  
Fax 239-694-3332

>>> Danny Brashear 02/08/05 11:13AM >>>  
Paul/Don,

Good morning.

I have been working with Bobby Faust to purchase a new trailered platform for the Bridge crew. Attached is a complete copy of the paper work to purchase the trailer mounted under-bridge platform from Hydra Platforms. I talked to Bob Franceschini in Purchasing and he agrees that we should proceed with a sole source. I need one of you to sign the sole source paper work and send back to me. I will then send the complete package to Purchasing.

I have attached the sole source paper work separately.

If you have any questions, please let me know.  
Thank you.  
DRB.

Danny R. Brashear  
Operations Manager

Lee County Fleet Management  
2955 Van Buren St.  
Ft. Myers, FL 33916  
[brashedr@leegov.com](mailto:brashedr@leegov.com)  
Phone: (239) 461-5607  
Fax: (239) 338-3234



**Paul Wingard - Re: Hydra Platform**

---

**From:** Danny Brashear  
**To:** Wingard, Paul  
**Date:** 2/8/2005 11:44 AM  
**Subject:** Re: Hydra Platform  
**CC:** Chamblee, Donald; Faust, Bobby

---

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Paul W. Wingard, P.E.  
Deputy Director, DOT  
[wingarpw@leegov.com](mailto:wingarpw@leegov.com)  
Phone 239-694-3334  
or 239-479-8545  
cell phone 239-707-6981  
Fax 239-694-3332

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I have attached the sole source paper work separately.

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Thank you.

DRB.

Danny R. Brashear  
Operations Manager

Lee County Fleet Management

2955 Van Buren St.

Ft. Myers, FL 33916

[brashedr@leegov.com](mailto:brashedr@leegov.com)

Phone: (239) 461-5607

Fax: (239) 338-3234

**Paul Wingard - Hydra Platform**

---

**From:** Danny Brashear  
**To:** Chamblee, Donald; Wingard, Paul  
**Date:** 2/8/2005 11:13 AM  
**Subject:** Hydra Platform  
**CC:** Faust, Bobby

---

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Thank you.  
DRB.

Danny R. Brashear  
Operations Manager

Lee County Fleet Management  
2955 Van Buren St.  
Ft. Myers, FL 33916  
[brashedr@leegov.com](mailto:brashedr@leegov.com)  
Phone: (239) 461-5607  
Fax: (239) 338-3234

## **Danny Brashear - Hydra Platform.**

---

**From:** Bobby Faust  
**To:** Brashear, Danny; Chamblee, Donald; Davis, Chris  
**Date:** 2/3/2005 5:23 PM  
**Subject:** Hydra Platform.

---

Danny, this is the type of Snooper Platform that we borrowed from State Dot to do some work on Bridges. We also rented the same type of platform and they both worked out good. Department was very pleased with the platform.

## Danny Brashear - Fwd: Re: Hydra Platforms

---

**From:** Robert Franceschini  
**To:** Brashear, Danny  
**Date:** 2/1/2005 12:01 PM  
**Subject:** Fwd: Re: Hydra Platforms  
**CC:** Cheves, Judy; Jeffcoat, Christopher; Sheehan, Janet

---

2/1

danny...

I have read the letter...in my opinion, a sole source bid waiver would be worth pursuing in this case.

bob

Robert D. Franceschini, C.P.M, CPPB  
Purchasing Manager  
Division of Purchasing  
[rfranceschini@leegov.com](mailto:rfranceschini@leegov.com)  
Phone: 239-344-5450  
Fax: 239-344-5460

>>> Danny Brashear 02/01/05 11:13AM >>>

Bob,

Thank you. Attached is a copy of the letter from the vendor. Let me know what you think, whether or not it's worth following through with the sole source.

Thanks.  
DRB.

>>>> Robert Franceschini 02/01/05 07:41AM >>>>

2/1

danny...

good morning.

as you know, the questions in these cases remain the same: do we truly have a sole source? in other words, is this vendor the only seller of this machine? are there no other similar pieces equipment that w perform the same function?

obviously, the preference is to quote it. do we have territorial restrictions here? or, can we quote withir the brand and get competition (true competition, not courtesy bids). can we quote the hydra platform o equal and get something that the dept. would be satisfied with...?

if it would be a waste of time to try and quote it, then we're looking at going with a waiver. this needs t be justified by the dept.; and the appropriate paperwork (found at the back of your purchasing manual) needs to be filled out. we would need - in writing - from the vendor and/or the manufacturer - that this sole source and only available either only from the manufacturer or a specific dealer due to territorial

restrictions. it would also be helpful for them to explain/verify what makes this equipment a sole source from a features standpoint...i.e., is there some patented feature that we can't get anywhere else (the de could expand on this and tell us why this feature is so important).

that's my input...hope it's of some help...give me a call if you'd like to discuss further.

bob

Robert D. Franceschini, C.P.M, CPPB  
Purchasing Manager  
Division of Purchasing  
[rfranceschini@leegov.com](mailto:rfranceschini@leegov.com)  
Phone: 239-344-5450  
Fax: 239-344-5460

>>> Danny Brashear 01/31/05 08:51AM >>>

Bob,

Whenever you get a chance to read this let me know. This machine is like one of a kind (talking to the vendor) and if this is true, why wouldn't we go with a sole source? I'm afraid if we try to go out to bid, we will only receive one quote, which I know the board doesn't like. Can you advise me?

Thank you.  
DRB.

**LEE COUNTY GOVERNMENT, DIVISION OF FLEET MANAGEMENT  
EQUIPMENT AND VEHICLE REQUEST FORM**  
(PLEASE PRINT OR TYPE)

1. Department/Division: (name) D.O.T. / Operations  
 (divison) TOP Bridge

2. Requested By: (print) Chris Davis Phone #: 694-3334

3. Driver/Operator of this new piece of equipment: Bridge dept.

4. Days and hours this piece of equipment will be used: Mon. - Thurs. 7:00AM-5

5. Location the equipment will be parked: 5560 Zip drive Ft. Myers fl. 339

6. Will this be a take home vehicle? [ ] Yes [X] No

7. Is this a replacement equipment or vehicle? [ ] Yes [X] No

If yes: Asset #: \_\_\_\_\_ Yr: \_\_\_\_\_ Make: \_\_\_\_\_ Model: \_\_\_\_\_ Meter: \_\_\_\_\_

8. What type of equipment or vehicle are you requesting?

Select all appropriate boxes:

- |   |   |                                  |  |  |                                      |
|---|---|----------------------------------|--|--|--------------------------------------|
| <input type="checkbox"/> Sedan          | <input type="checkbox"/> Pickup truck               | <input type="checkbox"/> ¼ Ton   | <input type="checkbox"/> Van                       | <input type="checkbox"/> Excavator     | <input type="checkbox"/> Gasoline    |
| <input type="checkbox"/> Station Wagon  | <input type="checkbox"/> Regular Cab                | <input type="checkbox"/> ½ Ton   | <input type="checkbox"/> Cargo                     | <input type="checkbox"/> 7 Passenger   | <input type="checkbox"/> Diesel      |
| <input type="checkbox"/> Sport Util Veh | <input type="checkbox"/> Extended Cab               | <input type="checkbox"/> ¾ Ton   | <input type="checkbox"/> Sliding Door              | <input type="checkbox"/> 12 Passenger  | <input type="checkbox"/> 4 Cylinder  |
| <input type="checkbox"/> Mid-Size       | <input type="checkbox"/> Crew Cab                   | <input type="checkbox"/> 1 Ton   | <input type="checkbox"/> Swing Door                | <input type="checkbox"/> 15 Passenger  | <input type="checkbox"/> 6 Cylinder  |
| <input type="checkbox"/> Full-Size      | <input type="checkbox"/> Cab & Chassis              | <input type="checkbox"/> Class 6 | <input type="checkbox"/> Utility Body <sup>A</sup> | <input type="checkbox"/> Tractor/Mower | <input type="checkbox"/> 8 Cylinder  |
| <input type="checkbox"/> 2 Door         | <input type="checkbox"/> 2 Wheel Drive              | <input type="checkbox"/> Class 7 | <input type="checkbox"/> Flat Bed <sup>A</sup>     | <input type="checkbox"/> Dual RW       | <input type="checkbox"/> 10 Cylinder |
| <input type="checkbox"/> 4 Door         | <input type="checkbox"/> 4 Wheel Drive <sup>B</sup> | <input type="checkbox"/> Class 8 | <input type="checkbox"/> Dump Truck <sup>A</sup>   | <input type="checkbox"/> Single RW     | <input type="checkbox"/> Other       |

Additional description for vehicles or equipment: work platform for bridge maint. & repair under the bridges

<sup>B</sup> Please provide detailed justification on separate sheet.

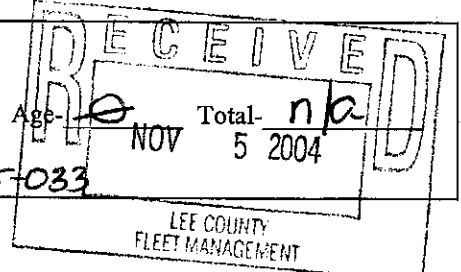
**\*\*NOTE\*\* If you need any additional equipment added to this order, please list all the different items. We will order everything we can as one package. This will minimize the turn around time when the new equipment comes in.**

9. What, if any, special options or accessories are required? Please check all appropriate options below and list any additional options on the lines below: i.e. lift gates, 50' telescopic boom, emergency lighting package, light-bar, 60" hydraulic rotary mower, etc. Please attach brochures if applicable:

All County vehicles are ordered with the following standard options: Air Conditioning, AM/FM Radio, Automatic Transmission, Rear Anti-Lock Brakes.

**\*\*See Next Page for the options\*\***

<b>For Fleet Use Only.</b>			
Replacement Points: Maintenance- <u>0</u>	Meter- <u>0</u>	Age- <u>0</u>	Total- <u>na</u>
Initials <u>KS</u>	<u>11/5/04</u>	Fleet Spec # <u>05-033</u>	NOV 5 2004



**LEE COUNTY GOVERNMENT, DIVISION OF FLEET MANAGEMENT**  
**EQUIPMENT AND VEHICLE REQUEST FORM**  
(PLEASE PRINT OR TYPE)

**Vehicles - Cars & Light Trucks:**

- |   |  |   |  |
|---|--|---|--|
| <input type="checkbox"/> Cassette                   | <input type="checkbox"/> Plastic Bed-Liner                                       | <input type="checkbox"/> Arrow Board <sup>A</sup> | <input type="checkbox"/> Strobe Light <sup>A</sup>           |
| <input type="checkbox"/> CD Player                  | <input type="checkbox"/> Spray in bed liner                                      | <input type="checkbox"/> Power Win/Locks          | <input type="checkbox"/> 4-Corner Strobes                    |
| <input type="checkbox"/> Tires - All Terrain        | <input type="checkbox"/> Long Bed  | <input type="checkbox"/> Floor - Carpet           | <input type="checkbox"/> Seats - Cloth                       |
| <input type="checkbox"/> Tow Package                | <input type="checkbox"/> Short Bed   | <input type="checkbox"/> Floor - Rubber           | <input type="checkbox"/> Seats - Vinyl                       |
| <input type="checkbox"/> Trailer Hitch Receiver     | <input type="checkbox"/> Cruise Control  | <input type="checkbox"/> Tool boxes <sup>A</sup>  | <input type="checkbox"/> Tinted Windows                      |
| <input type="checkbox"/> Limited Slip               | <input type="checkbox"/> Tilt Steering Wheel                                     | <input type="checkbox"/> Lockable Tailgate        | <input type="checkbox"/> Camper Top <sup>A</sup>             |
| <input type="checkbox"/> Back Up Alarm              | <input type="checkbox"/> Cone Holder   | <input type="checkbox"/> Security Alarm           | <input type="checkbox"/> Auxiliary 12-Volt Plug <sup>A</sup> |
| <input type="checkbox"/> Work Lights                | <input type="checkbox"/> Pipe Racks <sup>A</sup>                                 | <input type="checkbox"/> Water Cooler Holder      | <input type="checkbox"/> Steps <sup>A</sup>                  |
| <input type="checkbox"/> Mounted Winch <sup>A</sup> | <input type="checkbox"/> Bulk Fuel Tank W/Pump (Diesel or Unleaded) <sup>A</sup> |   |  |
| <input type="checkbox"/> Other. Please list: _____  |  |   |  |

**Farm Tractor:**

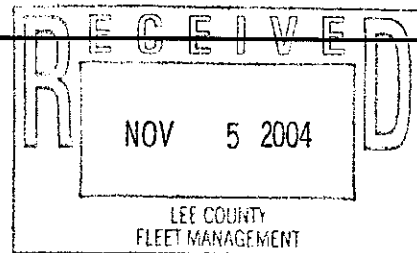
- |  |  |   |  |
|--|--|---|--|
| <input type="checkbox"/> Three spool Hyd Valve               | <input type="checkbox"/> Mounted Tool Box <sup>A</sup>     | <input checked="" type="checkbox"/> Mounted Strobe Light <sup>A</sup> | <input type="checkbox"/> Tinted Windows      |
| <input type="checkbox"/> Front Weights                       | <input type="checkbox"/> Rear Weights                      | <input type="checkbox"/> Flashing Work Lights                         | <input type="checkbox"/> Water Cooler Holder |
| <input type="checkbox"/> Auxiliary 12-volt Plug <sup>A</sup> | <input checked="" type="checkbox"/> 4-Corner Strobe Lights | <input type="checkbox"/> Cassette Radio                               | <input type="checkbox"/> AM/FM Radio         |
| <input type="checkbox"/> AM/FM/CD Radio                      | <input type="checkbox"/> Other. Please list: _____         |   |  |

**Trucks:**

- |  |   |  |   |
|--|---|--|---|
| <input type="checkbox"/> Mounted Tool Box          | <input type="checkbox"/> Mounted Strobe Light | <input type="checkbox"/> Tinted Windows                      | <input type="checkbox"/> Work Lights          |
| <input type="checkbox"/> 4-Corner Strobe Lights    | <input type="checkbox"/> Water Cooler Holder  | <input type="checkbox"/> Fenders Over Rear Tires             | <input type="checkbox"/> Flashing Work Lights |
| <input type="checkbox"/> Hyd Wet Line System       | <input type="checkbox"/> AM/FM Radio          | <input type="checkbox"/> Cassette Radio                      | <input type="checkbox"/> AM/FM/CD Radio       |
| <input type="checkbox"/> Air Horns <sup>A</sup>    | <input type="checkbox"/> Back Up Alarm        | <input type="checkbox"/> Auxiliary 12-Volt Plug <sup>A</sup> |   |
| <input type="checkbox"/> Other. Please list: _____ |   |  |   |

10. What will be the primary use of the new equipment or vehicle? To repair and maintain bridges from the underneath side.

<sup>A</sup> Specify Dimensions, Makes, Models, or Locations \_\_\_\_\_





**LEE COUNTY GOVERNMENT, DIVISION OF FLEET MANAGEMENT  
EQUIPMENT AND VEHICLE REQUEST FORM**  
(PLEASE PRINT OR TYPE)

**11. Funding source:**

Vehicle Replacement Fund

Capital, Please Specify Account String PC54115-17500.506430 *CYMB*

Other, Please Specify Account String \_\_\_\_\_

If needed, please provide additional account strings: \_\_\_\_\_

\*\*\*\*Please Note\*\*\*\* Allow enough money to cover the cost of Parts, repair and service manuals or CDs.

12. We are authorizing a purchase not to exceed: \$ 120,000

\*\*\*Please provide Account String for Maintenance, Fuel, Repairs, etc. if different than the vehicle or equipment being replaced: \_\_\_\_\_

Fixed asset custodian name: \_\_\_\_\_ Custodian number: \_\_\_\_\_

Area number: \_\_\_\_\_ Site/Building code: \_\_\_\_\_

Bobby L. Faust Sr. 10/12/04  
REQUESTED BY DATE

Chris Daves 10/12/04  
SUPERVISOR DATE

Dale Chism 10/21/2004

Option 1:  QUOTES AND REQUISITION. This option authorizes Fleet Management to obtain quotes and authorizes Fleet Management to issue a requisition using the account string(s) provided above.

Option 2:  VEHICLE REPLACEMENT FUND PURCHASES. This option authorizes Fleet Management to obtain quotes and authorizes Fleet Management to purchase the equipment or vehicle using motor pool funds (formerly known as surcharge funds).

[Signature] 10/27/04  
DEPARTMENT DIRECTOR DATE

See attached e-mail for auth.  
COUNTY MANAGER / DESIGNEE DATE

**SUBMIT THIS COMPLETED FORM TO FLEET MANAGEMENT**

[Signature] 2/4/05  
OPERATION'S MANAGER DATE

Marilyn Rawlings 2/7/05  
FLEET MANAGER DATE

<i>For Fleet Use Only.</i>		
<u>Price verification against State Contract and Sheriff's Contract.</u>		
<u>Solo Source. See attached.</u>		
Vendors Price \$ _____	State Contract \$ _____	Sheriff's Contract \$ <u>5</u> 2004
LEE COUNTY FLEET MANAGEMENT		

**From:** James Lavender  
**To:** Shilling, Karen  
**Date:** 2/7/05 9:54AM  
**Subject:** Re: Equipment Request

Karen, you are hereby authorized. If you need anything else, just let me know. Thanks, Jim

>>> Karen Shilling 02/04/05 04:43PM >>>  
Jim,

DOT Operations put in a request to purchase a work platform for bridge maintenance and repair under the bridges.

Don Chamblee, Paul Wingard and Scott Gilbertson signed off on 10/27/04. For some reason, your signature did not make it onto the request form.

The trailer mounted under-bridge platform is ready for a blue sheet to be prepared in the amount of \$118,000.

Would you please give us your authorization to go ahead in the form of an e-mail, or if you prefer, I can send you all the paperwork for your review?

Thank you and have a wonderful week-end!

Karen Shilling  
Administrative Specialist

Lee County Fleet Management  
2955 Van Buren Street  
Fort Myers, FL 33916  
[shillikl@leegov.com](mailto:shillikl@leegov.com)  
Phone 239/338-3233  
Fax 239/338-3234

**CC:** Chamblee, Donald; Gilbertson, Scott; Wingard, Paul

**EQUIPMENT/VEHICLE REQUEST FORM  
CHECKLIST**

1.  Check for correct name of Department/Division and for correct Department/Division number.
2.  Check and list the Replacement Points in FASTER. *n/a*
3.  Double check for specifications, Options and Accessories. - *See attached qu*
4.  Check Funding Source, double check the account strings for accuracy. Verify with department if necessary.
5.  It is crucial to make sure the **not to exceed \$** is complete. If the purchase is going to exceed the dollar amount, ask the requestor to send us an e-mail, acknowledging and approving a new not to exceed purchase amount.
6.  **Option 1** Quote and Requisition or **Option 2** Vehicle Replacement Fund Purchases must be checked.
7.  Signatures Are Required.
  - a. Jim Lavender must sign for all Public Works requests. - *see attached*
  - b. John Yarbrough must sign for all Parks requests. *e-mail from Jim*
  - c. County Manager level authorization must be on all new (non-replacement) equipment requests. *Lavender*
8.  Staple this checklist to the back of the Equipment and Vehicle Request form.
9.  Give Request package to Danny.

Karen Shilling Date 11/5/04  
Checklist Completed By



5 December 2003

MANUFACTURERS

STATE OF THE ART  
UNDER BRIDGE DEVICES

SALES  
RENTALS

Ehab Guirguis  
Florida Dept. of Transportation  
5560 Zip Dr.  
Fort Meyers, FL 33905

Dear Mr. Guirguis

As per our telephone conversation, following is the information you requested on our Trailer Mounted Hydra Platform Under Bridge Device.

This unit has a list price of \$130,000.00 and we can sell you one for a net discounted price of \$110,000.00, including delivery and set up.

The Trailer Mounted HP 32/180 Under Bridge Device features a 32 ft long platform with 180 degree platform rotation and 18 ft drop depth below the bridge. The unit features a voice activated communication system, auxiliary back up system and a hand held remote control pendant.

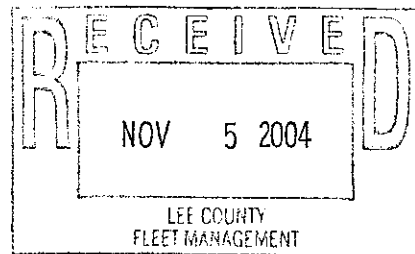
A generic specification sheet has also been enclosed for you. We are the only manufactures of this type of equipment in the United States and as a result qualify as a sole source supplier. ?

Please feel free to contact me with any information that you may require or if I can be of any further help.

Regards

  
Garth E. McGillevie Jr

Enclosures: Brochure, specifications



HYDRA PLATFORMS MFG., INC.

PO Box 5000, Lake Wales, FL 33853 U.S.A. Phone: (888) 331-3105 FAX: (888) 331-3333

## Danny Brashear - Hydra Platforms

---

**From:** Danny Brashear  
**To:** Chamblee, Donald; Davis, Chris; Faust, Bobby  
**Date:** 1/21/2005 2:05 PM  
**Subject:** Hydra Platforms

---

Good afternoon gentlemen,

Attached is a current quote from Garth. As you can see the price has gone up due to steel prices. On the equipment request form, you gave me the authorization not to exceed \$110,000. I will need your approval to proceed with the quoted price of \$118,000.

It also looks like they are a sole source, so I can start the paper work process for that.

If you have any questions, please let me know.

Thank you.

DRB.

*Waiting for approval for the amount and a memo for the sole source. 1/24/05 DRB*



# FAX MESSAGE

Hydra Platforms Mfg Inc  
 PO Box 5280  
 Lake Wylie, SC 29710  
 Phone: 803-831-8195  
 Fax: 803-831-0606  
 Email: info@hydraplatform.com

<b>Date:</b> Wednesday, March 17, 2004	
<b>To:</b> Chris Davis Lee County Bridge Dept.	<b>From:</b> Hydra Platforms Mfg Inc Garth E. Mc Gillewie
<b>Phone:</b> 239-694-3334	<b>Phone:</b> 803-831-8195
<b>Fax:</b> 239-694-3382	<b>Fax:</b> 803-831-0606
<b>Pages:</b> 1	

**Subject:** Quotation for HP32 with changes

\*Raise outriggers 7 inches

\*Extend walkway 12 inches

**Total: \$110,000.00**

All information contained herein is privileged and confidential and may not be transferred or copied.

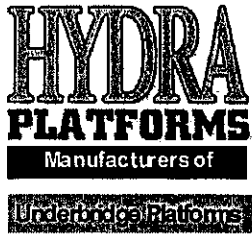
Mr. Davis,

I apologize that this didn't get to you yesterday. I see on my fax report now that it was busy and I didn't realize that (new fax machine as of last week). If there's anything else I can do, please let me know.

Thank you,

  
Deana Jenkins

# HYDRA PLATFORMS UNDERBRIDGE ACCESS PLATFORMS



## HP SERIES

**180 ° PLATFORM ROTATION**

**1,000 POUND PLATFORM WEIGHT CAPACITY**

**32 FOOT PLATFORM LENGTH**

## DESCRIPTION

**HYDRA PLATFORM MODEL HP 32/180**

**SELF ERECTING AND SELF PROPELLED**

**TRAILER MOUNTED UNDERBRIDGE AERIAL PLATFORM**

## GENERAL

It is the purpose of this specification to secure bids on a trailer mounted underbridge device for inspection and maintenance. The basic purpose of this unit is to allow inspectors and workers to reach working positions below bridge decks. Service and parts just be available within 48 hours within the Continental United States. **The unit shall be a model under current production by the manufacturer.** The machine furnished shall be the manufacturer's latest standard production model and must be complete with all standard equipment listed as such in the manufacturer's latest literature/brochures. **Two copies of the manufacturer's published specifications shall be submitted with this bid, together with all sales brochures and specifications necessary to verify that the unit either meets or exceeds each and every specification listed below.** This means that the department requires specific responses to all specific provisions. We can not assume that silence on any provision means that the bidder means to comply. Blanket statements are not adequate. You must address each and every item in this specification. Failure to comply will cause bid to be rejected.

### **1. COVERAGE UNDER BRIDGE**

While in stationary position, the unit shall cover a working area of approximately **32 feet (1608 square feet)** with platform movements controlled by the personnel on the platform.

### **2. SELF PROPELLED AND SELF ERECTING**

**The unit shall be self erecting by hydraulics and self propelled on the bridge when erected**

### **3. PLATFORM**

Platform shall have a load capacity of 1,000 pounds spread across the length of the platform. At the 180° position, when the platform is parallel to the side of the bridge, the maximum weight shall be 1,000 pounds. Platform shall extend and retract hydraulically.

### **4. PLATFORM ACCESS**

Access to the platform is to be by steps in a fully enclosed tower.

### **5. PLATFORM WIDTH**

Platform must be at least 32 inches wide.

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**6. PLATFORM ROTATION**

Platform must be capable of rotating at least 180° underneath the bridge with operation from the platform.

**7. OUTSIDE TOWER AND PLATFORM**

The platform shall have a drop depth under the bridge of 18 feet in one hydraulic movement without hydraulic cylinder pins being repositioned.

**8. MINIMUM REACHES**

The unit shall have a minimum horizontal reach of 32 feet and a vertical reach below the bridge deck of 18 feet.

**9. TOWERS**

Once erected the vertical towers shall have a 5° over center working capability to compensate for bridges on a grade. The towers are to be made of structural steel tubing and shapes.

**10. ADJUSTABLE TOWER SEPARATION SYSTEM**

The unit has to incorporate a fully adjustable tower separation system that allows the tower to be adjusted in or out or at a maximum extension to clear pedestrian sidewalks or wide bridge railings. Maximum extension is to be at least 72 inches. Minimum extension is to be 35 inches.

**a. PERSONNEL ACCESS SAFETY**

The access walkway from the trailer to the vertical tower is to remain horizontal once the machine is erected. This walkway is to remain horizontal even if the outside tower is adjusted out to clear a sidewalk or in to bridge the tower closer to the side of the bridge. This is an important safety feature for personnel to access the Tower and Platform.

**b. SAFETY NOTICE**

**DO NOT ACCEPT A SYSTEM THAT ELEVATES OR DROPS ACCESS WALKWAY TO OUTSIDE TOWER. THIS IS A PERSONNEL SAFETY FEATURE.**

**11. MAXIMUM SIDEWALK AND BRIDGE RAILING EXTENSION**

7 FEET 8 INCES

**12. ROTATION BEARINGS**

The unit shall have a minimum static thrust capacity of 150,000 pounds each.

**13. WEIGHT**

Minimum dry weight shall be 14,000 pounds.

**14. STABILIZERS**

Stabilizers shall be furnished by the manufacturer for stabilization of the unit and one rotating counterbalance. The stabilizers shall extend and retract hydraulically.

**15. COMMUNICATION SYSTEM**

The manufacturer's standard communication system shall be furnished. The system shall be **voice activated** and free from any C.B. interference. The system shall both transmit and receive communication between the platform and the trailer or main control station.

**16. HYDRAULIC SYSTEM**

The hydraulic system shall be sufficient to properly operate and propel the unit with greatest safety and have nine independent power operations. The unit shall be completely **self erecting**,

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include hydraulic rotation of the turntable, hydraulic rotation of the platform, and the platform shall telescope hydraulically.

**17. ERECTION WIDTH**

The unit shall be able to be erected with the width of one 10 foot wide lane.

**18. J.I.C. STANDARDS**

All hydraulics shall meet J.I.C. Standards and wherever possible hydraulic stainless steel tubing is to be used in place of standard hydraulic hose.

**19. HYDRAULIC CYLINDERS**

The hydraulic cylinders used for erecting the unit are to include safety lock valves and the hydraulic cylinder used for raising and lowering the platform, once erected, is also to include safety lock valves.

**20. HYDRAULIC PRESSURE AND FLOW RATE**

System must operate at 2800 psi with 1.2 gallons per minute flow rate and be fitted with a 10 micron filter.

**21. CONTROLS**

All controls are to be of the dead man type and shall control the movements of the Towers, Platform, and / or propulsion of the unit without loss of speed of any of the operating functions. A minimum of two (2) complete sets of controls shall be supplied. Platform Control Panel unit shall have safety override key switch at main control station. Handheld remote unit shall also be supplied.

**22. SAFETY CONTROLS**

Two (2) Emergency Kill Switches, one at each control station, shall be fitted for the safety of the operating personnel.

**23. TRAILER AND AXLES Triple Torsion Bar Axles (3) Wheels (6)**

The trailer shall be constructed of high quality steel and feature **triple (3) torsion bar axles with minimum capacity of 6,500 pounds each**. The deck of the trailer is to be constructed of diamond plate not less than 3/16 inch thick. The trailer shall also have a mechanically operated parking brake on 4 wheels with Electric Brakes on 6 wheels and a 20,000 pound capacity tow hitch.

**24. MAIN HYDRAULIC DRIVE MOTOR**

18 HP V Twin Kohlor Gasoline Engine with **automatic idle** when Hydraulic System is not operated.

**25. AUXILIARY BACK-UP SYSTEM**

An auxiliary 5 HP gasoline powered motor and hydraulic pump shall be provided as a back-up to the main hydraulic system for emergencies.

**26. WARRANTY**

Manufacturer's Standard Warranty shall apply.

**27. SAFETY CODES / OSHA REQUIREMENTS**

The platform is to comply and be certified in compliance with ANSI SIA A92.8/1993.

**28. SAFETY RECORD**

**MANUFACTURER OR VENDOR MUST CERTIFY THEIR UNDERBRIDGE PLATFORM HAS A MINIMUM OF 10 YEARS, 100% SAFETY RECORD WITH ZERO PERSONNEL HARM.**

**29. COLOR**

Unit will be painted Safety yellow / orange color.

**30. PARTS AND MANUALS**

Two (2) Complete sets of service parts and operating manuals are to be supplied.

**31. SAFETY DECALS**

Instruction and safety decals shall be fitted to each unit.

**32. SAFETY CERTIFICATION**

Manufacturer / Vendor confirm the model offered shall be a standard production model that is not materially modified or augmented to meet this specification. Sales brochures and specifications to confirm compliance are to be submitted with bid.

**33. CERTIFICATION**

**The bidder certifies the above described underbridge platform is a current production model, which incorporates compliance provisions and specifications, one (1) through thirty four (34), as listed above, and further certifies a minimum of 5 underbridge platforms as described above have been sold in the USA. The units have been in satisfactory operating order and in service with both private industry and DOT's . the supplier confirms their units meet the specifications referred to and further certify that their underbridge platform has a minimum 10 year, 100% safety record.**

The manufacturer / bidder confirms all the above answers are true and correct and can be substantiated. The unit offered is a standard production model and has not been materially modified or augmented to meet this specification.

SIGNED \_\_\_\_\_ TITLE \_\_\_\_\_

Name Printed \_\_\_\_\_ Date \_\_\_\_\_

Name of Manufacturer /Bidder \_\_\_\_\_

Address \_\_\_\_\_

Phone Number \_\_\_\_\_ Fax Number \_\_\_\_\_

**Manufactured By: Hydra Platforms Mfg Inc  
PO Box 5280  
Lake Wylie, SC 29710  
Phone: (803) 831-8195  
Fax: (803) 831-0606**

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# ATTACHMENT # 2

**HYDRA  
PLATFORM**

MANUFACTURERS

STATE OF THE ART  
UNDER BRIDGE DEVICES

**SALES**

**RENTALS**

20 January 2005

Danny Brashear  
Lee County Fleet Management  
2955 Van Buren Street  
Fort Myers, FL 33916

Dear Danny

Thank you for your phone call and following is the information that you requested.

Enclosed are some brochures of the Trailer Mounted HP 32/180 Underbridge Device as well as a generic spec. sheet giving all of the details regarding the HP 32/180.

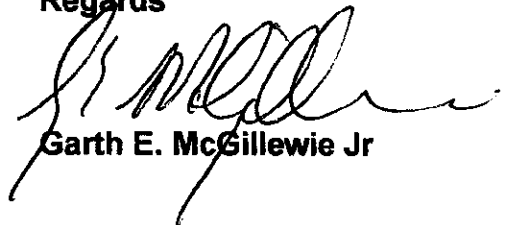
As I mentioned to you, we are the only manufacturer of Trailer Mounted Underbridge Access Equipment in the USA. We have supplied North Carolina and Oregon in the past year as a Sole Source Supplier. In years gone by we have also supplied numerous other states including Virginia, New York and one of the districts in Florida, amongst others.

The Trailer Mounted Hydra Platform, Model HP 32/180 Underbridge Device has a list price of \$147,000.00. I can sell the machine to you for a net delivered price of \$118,000.00 and this price also includes training and set up.

Please feel free to contact me with any other information you may require.

Thank you

Regards



Garth E. McGillewie Jr