

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

Blue Sheet No. 20051270

1. ACTION REQUESTED/PURPOSE: Approve Bid Waiver # W-050771 to waive the formal quotation procedure, and allow DOT - Operations to purchase one (1) new Kaiser Model-S2 Gator 4x4 walking excavator from GS Equipment, Inc.; which is the only authorized sales company in the southeastern United States for the sole source manufacturer of this machinery, the Kaiser Company, at a price of \$244,527. (Machine cost: \$264,527 less trade-in allowance of \$20,000. for a County owned Kaiser Gator 4X4 = \$244,527.)

2. WHAT ACTION ACCOMPLISHES: This purchase will provide Operations with a new reliable machine to clean and mow the canals within Lee County. This new machine will replace asset #031932, which meets Lee County Fleet Management's replacement criteria. (See attached documents).

3. MANAGEMENT RECOMMENDATION: Approve as stated.

4. Departmental Category: 9 A9A		5. Meeting Date: 09-27-2005
6. Agenda: <input type="checkbox"/> Consent <input checked="" type="checkbox"/> Administrative <input type="checkbox"/> Appeals <input type="checkbox"/> Public <input type="checkbox"/> Walk-On	7. Requirement/Purpose: (specify)	
	<input type="checkbox"/> Statute	
	<input type="checkbox"/> Ordinance	
	<input checked="" type="checkbox"/> Admin. Code	AC-4-1
	<input type="checkbox"/> Other	
		8. Request Initiated: Commissioner _____ Department Transportation Division Operations By: <u>Scott Gilbertson, Director</u>

9. Background: On September 1, 2005, the Division of Purchasing received a request from DOT Operations and Fleet Management to waive the formal quotation procedure to allow for the purchase of one (1) Kaiser Gator 4X4 walking excavator from GS Equipment, Inc.

Funds are available: #JB5191059401.506430

ATTACHMENTS:

- (1) Request for Bid Waiver
- (2) Justification for Waiver Purchase
- (3) Sole Source Verification Letters from GS Equipment and Kaiser
- (4) Quote for new equipment
- (5) Repair history of equipment being traded in

10. Review for Scheduling:

Department	Purchasing or Contracts	Human Resources	Other	County Attorney	Budget Services				County Manager/P.W. Director
					Analyst	Risk	Grants	Mgr.	
<i>[Signature]</i>	<i>[Signature]</i> 9-6-05		<i>[Signature]</i> 9/7/05	<i>[Signature]</i> 9/8/05	RK 9/9	<i>[Signature]</i> 9/8/05	RK 9/8/05	<i>[Signature]</i> 9/8/05	HS 9/8/05

11. Commission Action:

- Approved
- Deferred
- Denied
- Other

RECEIVED BY
COUNTY ADMIN:
9-8-05
12:00
COUNTY ADMIN
FORWARDED TO: *PK*
9/9/05
sem

S. OOTM
CO. ATTY.
FORWARDED TO:
[Signature]
9-8-05



ATTACHMENT #1

DIVISION OF
FLEET MANAGEMENT

To: Janet Sheehan, Purchasing Director
From: Marilyn L. Rawlings, Fleet Manager
Date: 9/1/2005
Re: Sole Source for Kaiser

Please prepare a Blue Sheet for the purchase of one (1) Kaiser model-S2 Gator 4X4 walking excavator from GS Equipment, Inc. for the department of Transportation.

ACTION REQUESTED:

Approve the Bid Waiver to waive the formal quotation procedure and allow Lee County DOT Operations to proceed with the purchase of one (1) Kaiser, model S2 Gator 4X4 walking excavator in the amount of \$264,527.00 less trade in of \$20,000 for a total purchase cost of \$244,527 to GS Equipment, Inc.

A waiver has been requested to this vendor, the only factory authorized dealer in the State of Florida. (See attached documents)

WHY ACTION IS NECESSARY:

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

MANAGEMENT RECOMMENDATIONS:

Approve this request to give the department a new walking excavator.

WHAT ACTION ACCOMPLISHES:

This purchase will provide the Department of Transportation with a new reliable machine to clean and mow the canals within Lee County. This new machine will replace asset #031932, which meets Lee County Fleet Management's replacement criteria (See attached documents)

Funds for this purchase are available from account string: #JB5191059401.506430.

05 SEP - 2 PM 1: 59

H:\Acquisition Specialist\Blue Sheets\Spyder-2005.doc

BACK GROUND:

Lee County Fleet Management received a request from DOT/Operations to replace their oldest walking excavator that has become too costly to maintain. (see back-up for details)

The reason for this sole source is for Lee County to standardize with one brand of walking excavators. Lee County has been using Kaiser brand walking excavators for the past 20-years to maintain its canals. County equipment operators are familiar with this machine and its capabilities and controls. Therefore, operator and machine productivity are at their maximum levels immediately. There is no learning curve during which vital canal maintenance suffers. Further, since operators have a full understanding of the machine's limitations; the equipment is operated within known safety parameters; virtually eliminating the possibility of a costly accident due to operator error.

This standardization will help the operators to only have to know and understand the operation of one brand machine. Each different brand of machine is operated differently. For example; the controls inside the machine are different, one handle may move or change something totally different than another machine. This causes a problem with the operators if they switch from one machine to another. This could also become a safety hazard if the operator doesn't pay attention to which machine he/she is operating. The other issue is the tooling, stocking parts, and knowledge for the Mechanics that repair them. Having only one brand machine we allow Fleet Management to concentrate on learning one brand and not have to learn multiply different machines. Fleet Management can also stock fewer parts if we standardize with one brand. This will keep our part inventory down to minimum. We have a letter from Kaiser and GS Equipment stating that GS Equipment is the only authorized dealer in the State of Florida and the Southeastern United States for sales, parts, and service.

Fleet Management has worked with Marc Young from GS Equipment to obtain a written quote to replace the old walking excavator.

DOT Operation, and Fleet Management have all agreed to standardize with the Kaiser brand, walking excavator for Lee County. It only makes sense to standardize when possible.

JUSTIFICATION FOR SOLE SOURCE AND/OR WAIVER PURCHASE

REQUISITION NUMBER _____ DATE August 15, 2005

DEPARTMENT DOT Operations BUSINESS UNIT _____

SUGGESTED VENDOR

GS Equipment, Inc. (Vendor # 101458)

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:

Kaiser which is the brand we are standardizing with for this type of machine.

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:

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:

M Rawlins 9/1/05
SIGNATURE AND TITLE OF REQUESTER

I, Robert D. Franceschini, 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.

R.D.F. 9-6-05
BUYER

Janet K. Ahearn 9-6-05
PURCHASING DIRECTOR

Revision Date:



KAISER ATTACHMENT #3

GS Equipment, Inc.
1023 S. 50th Street (U.S. HWY 41 S.)
Tampa, Florida 33619

Phone: 001/ 813 248-4971
Fax: 001/ 813 247-3397

KZahlen

KZahlen

od/KAISER

Datum

Schaanwald, 04. Januar 2005

To Whom It May Concern:

This letter is to inform you that GS Equipment in Tampa/ Florida is the only KAISER walkie g excavator dealer for part and service in the region South-East of the United States.

For any further question, please do not hesitate to contact me.

Very truly yours,

Oliver David
Dir. Division Excavator

Oliver David
KAISER Aktiengesellschaft Fahrzeugwerk
Vorarlbergerstrasse 220
FL-9486 Schaanwald
Phone +423 377 21 46
Fax +423 377 21 09
[Mailto:oliver.david@kaiser.li](mailto:oliver.david@kaiser.li)
<http://www.kaiser.li>





GS EQUIPMENT, INC.

4555 Laredo Ave. • Ft. Myers, FL 33905
Ph (239) 334-6063 • Fax (239) 334-4530
www.gsequipment.com

21 July 2005

Mr. Danny Ray Brashear
Lee County Fleet Management
2955 Van Buren Street
Ft. Myers, FL 33916

Mr. Brashear;

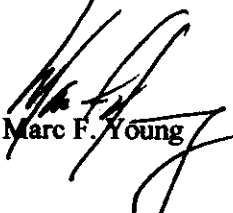
Please be advised that G S Equipment, Inc. is the only factory authorized sales, parts and service dealer for the Kaiser walking excavator in the state of Florida and the southeastern United States. The local G S Equipment branch in your area is located at:

4555 Laredo Avenue
Ft. Myers, FL 33905
Tel : (239) 334-6063
Fax: (239) 334-4530

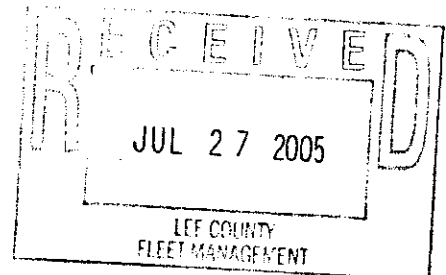
A copy of a letter from Kaiser stating the same is included.

Regards,

G S EQUIPMENT, INC.


Marc F. Young

Cc; R. Ferwerda, Jr.





GS EQUIPMENT, INC.

4555 Laredo Ave. • Ft. Myers, FL 33905
Ph (239) 334-6063 • Fax (239) 334-4530
www.gsequipment.com

ATTACHMENT #4

August 31, 2005

Mr. Danny Ray Brashear
Lee County Fleet Management
2955 Van Buren Street
Ft. Myers, FL 33916

Mr. Brashear,

We are pleased to offer for your consideration, the following equipment purchase proposal.

One New 2005 Kaiser Model S2 Gator 4x4 Walking Excavator, equipped with:

- Perkins Turbocharged Diesel Engine Rated at 132 Horsepower
- Gator Series Legs For Added Mobility
- Extendable Stick For a Bucket Reach of 26' 7"
- Enclosed ROPS Cab, Hydraulically Tilting for Service
- S2 x 20.5 - 20, 26 Ply, Front and Rear Tires.
- Heavy Duty Cooling System with Hydraulically Driven Fan.
- Optional Biodegradable Oil
- Optional Air Conditioning
- Optional "Powertilt" PT-9 Hydraulic Bucket Rotator
- Optional Automatic Lubrication System
- Optional 60" Grass Bucket
- Optional Hydraulic Rotary Mower
- 2 Complete Sets of Operators, Parts and Service Manuals
- 3 Complete Sets of Keys

Selling Price	\$ 264,527.00
Less: Trade Allowance, 1998 Kaiser ZWD Swamp Gator S/N X4M253-1568/98	(20,000.00)
Net Selling Price	\$ 244,527.00

Offered by:
G S EQUIPMENT, INC.

Marc F Young

Accepted by:
LEE COUNTY FLEET MANAGEMENT

its dated

**EQUIPMENT HISTORY
COST & QTY PER METER**

Report based on information from 1/1/1998 - 8/31/2005,
grouped by Equipment Class, presented in EQUIPMENT TOTALS format

Excavator, Diesel

Asset #	Year	Make	Model	Department	Current Odometer	Fuel CPM	Maint & Repair CPM	Accident CPM	Operating CPM	Total CPM
031932	1998	KAISER	SWAMPGATOR	TOP CANAL	4791	0.000	22.277	0.144	\$22.277	\$22.421
045485	2002	KAISER	S2-2	TOP CANAL	2225	0.000	12.576	0.000	\$12.576	\$12.576

As you can see, asset #031932 is the oldest spyder in the fleet for DOT/Operations. This machine is 7-years old and the maintenance cost is currently at 61% of the purchased price. This truck has also met all the criteria for replacement with Fleet Management.

Based on 84 months of life, this machine has exceeded the expected life by 3 months.
Based on 50% of the new purchased price of \$173,673.03, the maintenance cost is at \$106,727.91.
Based on 5,000 hours of life, this machine has 4,791 hours on it.