

Lee County Board Of County Commissioners
Agenda Item Summary

Blue Sheet No. 20051366

1. ACTION REQUESTED/PURPOSE:

Approve award of formal quotation (RFP B&R 2661-SM-134) and issuance of a purchase order to Martin Sprocket & Gear, Inc., the low priced proposer, meeting all specification requirements for the fly ash handling equipment, in the not to exceed amount of \$419,588.00, plus an allowance of \$10,000.00 for field technical services and/or spare parts equipment.

2. WHAT ACTION ACCOMPLISHES:

Provides the necessary fly ash handling equipment for the Waste to Energy Expansion Project.

3. MANAGEMENT RECOMMENDATION: Staff recommends approval of this request.

4. Departmental Category: 8

C8D

5. Meeting Date: *10-13-2005*

6. Agenda:

- Consent
- Administrative
- Appeals
- Public
- Walk-On

7. Requirement/Purpose: (specify)

- Statute
- Ordinance
- Admin. Code 4-1
- Other

8. Request Initiated:

Commissioner _____
Department Public Works
Division Solid Waste

By: Lindsey Sampson *9/26/05*
[Signature]

9. Background:

Sealed quotes were received by the County's design engineer, Burns & Roe, on behalf of the Solid Waste Division on July 13, 2005. On that date three responses were received. After review and conformance for technical and commercial requirements recommendation was made to award to the low-priced proposer meeting all specification requirements.

Funds are available in account string: 200923 40102.506540

Attachments: Burns & Roe bid evaluation dated 8/16/05
Proposal opening form and Bid Abstract
Covanta comments and recommendation dated 9/19/05

10. Review for Scheduling:

Department Director	Purchasing or Contracts	Human Resources	Other	County Attorney	Budget Services				County Manager/P.W. Director
					Analyst	Risk	Grants	Other	
<i>[Signature]</i> 9-20-05	<i>N.H. [Signature]</i> J.S. [Signature]	<i>N.H.</i>			<i>ebw</i> 9/22/05	<i>[Signature]</i> 9/22/05	<i>[Signature]</i> 9/22/05	<i>[Signature]</i> 9/22/05	<i>[Signature]</i> 9-20-05

11. Commission Action:

- Approved
- Deferred
- Denied
- Other

RECEIVED BY
COUNTY ADMIN: *[Signature]*
4-13
COUNTY ADMIN
FORWARDED TO: *[Signature]*
9/22
4:54

RECVD. 9/22/05
by CO. ATTY. *[Signature]*
CO. ATTY.
FORWARDED TO:

BID ABSTRACT		Fly Ash Handling				
Burns and Roe Enterprises, Inc.		1	2	3	4	5
W/O: 2661 Lee County Expansion Project RFP 2661-SM-134 "Fly Ash Handling"		Martin Sprocket and Gear	Strongco Engineered Systems	EDC, Inc.		
ITEM	QTY	UNIT	DESCRIPTION			
1	LOT	ea	Ash Handling System complete with engineering and equipment, accessories, and freight.			
				\$ 436,091.00	\$ 392,495.00	\$ 467,991.00
			Martin Injection Screw Feeders:			
			AH-CV-107 C1/C2	included \$	69,184.00	included
			Commissioning/Start-up Spares	included	none	none
			SUB-TOTAL	\$ 436,091.00	\$ 461,679.00	\$ 467,991.00
			Discount	-\$ 16,503.00	-\$ 20,000.00	-\$ 31,991.00
			Revised Bid Price	\$ 419,588.00	\$ 441,679.00	\$ 436,000.00
			Estimated Spare Parts Cost	---	\$ 5,000.00	\$ 5,000.00
			TOTAL Evaluated Cost	\$ 419,588.00	\$ 446,679.00	\$ 441,000.00
			base		+6%	+4.8%
			Award Price	\$ 419,588.00	---	---
			Drawings Submitted	4-8 wks aro	4wks aro	
			Delivery of material	15-Jul-06	15-Jul-06	15-Jul-06
			PAYMENT TERMS	milestone/progress	milestone/progress	
			F.O.B. Delivered DESTINATION	yes	yes	yes
			TECHNICALLY ACCEPTABLE	yes	yes	yes
AWARD RECOMMENDATION:		PREPARED BY: D'Amico				
REASON FOR RECOMMENDATION:		REVIEWED BY: DATE:				
TECHNICAL & PRICE						

August 16, 2005

Deleted: April 13, 2005

LEE COUNTY
WTE EXPANSION PROJECT
FORT MYERS, FLORIDA
RFP 2661-SM-134
Fly Ash Handling
BID EVALUATION

On May 25, 2005, Burns and Roe Enterprises, acting on behalf of Lee County, issued Request for Proposal No. (RFP) 2661-SE-134 "Fly Ash Handling System" for the supply of equipment. RFP was issued to the following pre-approved bidders: General Kinematics Corp; EDC; Triple/S Dynamics, Inc; Stephens and Krizner Co; Martin Engineered Products Group; and Strongco Engineered Systems. General Kinematics, Triple S and Stephen and Krizner declined to submit a proposal.
On July 13, 2005 bids were received and opened from:

EDC, Inc. proposal # 3019X dated July 6, 2005

Martin Sprocket and Gear, Inc. proposal #Y063005A.sys/04-021, Rev 1

Strongco Engineered Systems, Inc. proposal #QS10437

Bids were received, opened and recorded on the Proposal Opening Form dated 7/13/05 included as Attachment 1. Subsequent to the bid opening, the criteria for sizing the conveyors changed to include both overload capacity and minimum screw size. Updated proposals were requested, received and also recorded on Attachment 1.

Covanta was provided copies of the three (3) bids.

RECOMMENDATION:

The recommended award of the contract is to Martin Sprocket and Gear, Inc. Recommended award price is \$419,588 FOB Jobsite, Freight Prepaid and Allowed and excludes cost of Bonds and Sales or Use Tax.

Base Price, as bid	\$436,091.
Required adjustments to conform to specifications	_____0.
Subtotal:	\$436,091.
Discount offered:	- 16,503.
Recommended Award Price:	\$419,588.

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BID EVALUATION 2661-SM134 "Fly Ash Handling" (cont'd...)

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COMMERCIAL EVALUATION:

Original bids were opened and recorded on July 13, 2005. Subsequently, specifications were modified re-sizing the conveyors for both overload capacity and minimum screw size. Revised bids were received and recorded on August 2, 2005. A requirement of the specification is to furnish the "Ash Injection Screw Conveyors" as manufactured by Martin Sprocket and Gear. EDC included such pricing in their base bid. Strongco included its own design with the Martin conveyor as an option. Accordingly, Strongco's bid was adjusted to include the price of the option.

EDC offered an unsolicited price reduction, which made EDC competitive. As a result, Martin and Strongco were requested to submit a best and final offer. Martin submitted a \$16,503 reduction. Strongco offered a \$20,000 reduction. Martin Sprocket remains low bidder by approximately 5%. No further commercial discussions were held with EDC or Strongco.

EDC, Inc. revised base bid is \$467,991. Cost of 100% Performance Bond or Letter of Credit was not offered or included. Bid did not include Start-up or commissioning spare parts list of pricing, and a \$5,000 factor was added to the base for price evaluation. EDC took no exceptions to the Services/Goods Purchase Conditions. EDC base price was approximately 7% higher than the low bidder. EDC offered an unsolicited price reduction of \$31,991 reducing its bid to \$436,000.

Strongco Engineered Systems revised base bid is \$392,495. Strongco bid its own Ash Injection Screw Feeder. Strongco provided an option price of \$51,522 x 2 to furnish the required Martin design Ash Injection Screw Conveyors. Base bid was increase by \$69,184 for furnishing the Martin design. Updated base bid is \$461,679, approximately 5% higher than the low bid. Strongco offered a \$20,000 reduction bring base bid to \$441,679. Strongco did not include Start-up/Commissioning Spares, and a \$5,000 factor was added to the base for evaluation.

Martin Sprocket and Gear base price of \$436,091 was low. No evaluation adjustments were necessary. Martin offered a price reduction of \$16,503. Final bid price is \$419,5889. Initially Martin comment on the Services/Goods Purchase Conditions. All exceptions/commentsto the T&C's were withdrawn.

- Martin accepts the T&C's as printed.
- General Arrangement drawings with loads will be submitted in 4 weeks ARO.
- Delivery of July 14, 2006 is acceptable based on award by September 30, 2005.
- \$7,334 included for start-up and commissioning spares.
- Updated bid to include 12 copies of manuals.
- Bid is valid until September 30, 2005
- Price is firm through delivery
- Freight FOB Jobsite, prepaid and allowed.
- Field Technical Support during installation/start-up is an adder. Daily rate is \$750/day plus expenses. If determined necessary, an allowance for field support should be included in Purchase Order award price.
- Negotiated payment terms:
 - 10% upon submittal of GA's for approval (4wks ARO)
 - 10% upon submittal of Equipment drawings for approval (8wks after GA submittal)
 - 20% Mid-Point of production. Substantiated by appropriate submittal of verification
 - 60% upon delivery
- No retention, all net 30 days.

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TECHNICAL BID EVALUATION
REQUEST FOR PROPOSAL No. 2661-SM-134
FLY ASH HANDLING SYSTEM

SUMMARY

Request for Proposal was sent to six bidders: General Kinematics Corporation, Triple S Dynamics, Stephens and Krizner Co., Martin Engineered Products, Strongco Engineered Systems, and EDC. General Kinematics and Triple S declined to bid. In addition, Stephens and Krizner being a representative for both EDC and Continental Screw Conveyor (screw conveyor subcontractor quoted by EDC) did not bid directly. The other three bids from Martin, Strongco, and EDC were received and evaluated.

A preliminary evaluation was performed that indicated that all three proposals were substantially complete. There was, however, a misunderstanding by all three bidders on the maximum/overload sizing conditions/capacities for the conveyors. In addition, while both Martin and EDC included the specified injection screw feeders (AH-CV-107C1 & C2) manufactured by Martin, Strongco had quoted shaftless screw feeders of its own design without the necessary nozzles, piping, solenoids, etc., citing cost impact to supply Martin.

As a result of these issues, all three bidders were provided with a table specifying overload design capacities and minimum acceptable conveyor sizing and asked to rebid. Strongco was also requested to provide the specified Martin screw feeders.

The full evaluation of the revised proposals indicated that the quotations by all three bidders are complete and technically acceptable with minor items needing final resolution. In addition, at the time of the Request for Proposal and currently, the dimensions, as stated in the specification and shown on the GA's are approximate and need to be finalized before placement of order.

TECHNICAL DISCUSSION

GENERAL

After receiving and reviewing the initial proposals from the bidders, it was apparent that there was some confusion regarding the sizing of the conveyors based on maximum/overload conditions. The wording in the specification states that **"Horizontal conveyors shall be designed for an overload condition equal to 100% of the maximum combined feed rate of all upstream conveyors operating at their overload condition plus hoppers discharging directly to the conveyor at their maximum capacity."** All hoppers are specified with an overload condition of 300 CFH. None of the bidders' sizing in their initial bids exceeded overload conditions of 600 CFH for any of the downstream conveyors. A clarification of this requirement was sought from Covanta and a table of minimum overload capacities and conveyor sizes was sent out to the bidders to allow a resizing/rebid. As a result, a number of conveyors in each bidder's revised quotation increased in size.

With reference to Attachment 3, "Technical Comparison", except for Conveyors AH-CV-104C and AH-CV-105C, all three bidders conveyor sizing is the same and meets the minimum sizing required. Strongco has proposed a larger conveyor than the other two bidders for AH-CV-104C, 16" vs. 14" flight, and Martin has proposed a larger conveyor, than the other two bidders for AH-CV-105C, 14" vs. 12" flight. This reflects particulars in each vendors sizing including flight, pitch and speed and is acceptable.

In addition, in many cases, each of the three bidders proposed different motor horsepowers for the conveyors, with Strongco having the smallest motors in most cases. Since the conveyors bid by each bidder are similar in size, this either reflects Martin and EDC (Continental) being more conservative or Strongco possibly trying to cut margins closer. The larger horsepowers may prove to be beneficial in the event of an overload condition or startup under load and is preferred.

Conveyor speeds for all three bidders are also within specification requirements. Flights for all proposed conveyors are hardened steel with Martin and EDC both proposing ¼" AR400 and Strongco ¼" AR360.

When the RFP was developed and issued for bids, the dimensions shown on the general arrangement drawings included with the package were preliminary based on bid drawings from Riley (boiler) and Alstom (APC) and were intended for bid purposes. This is stated in the specification with the requirement that the Seller has the responsibility for providing final dimensions, equipment designs compatible with the equipment supplied by others and the final fly ash handling system general arrangement. One case in particular where there will be a change is the elevation of the final injection screw feeders which will be located at a higher elevation feeding the Martin ash dischargers than that shown on the current GA Sections. In addition, the hopper locations need to be finalized by Riley and Alstom prior to being able to finalize the conveyor elevations, lengths, inclination angles, etc. Covanta may wish to finalize these dimensions prior to issuing the contract to the successful bidder. Another consequence of these hopper locations translates into the conveyors' angles of inclination. Currently the specification limits this to 15° but a few of the conveyors may actually increase to 16-17° depending on the final layout. This should be an acceptable deviation, providing the conveyors don't get too steep.

Martin Engineered Products:

Martin has provided, in their original and revised proposal, a complete and descriptive offering of the fly ash system equipment including filled in conveyor and motor data sheets for all conveyors, and the listing of sub-contractors, which includes Plattco for the dump valves, Rotolok for the rotary feeders, and RWP Johnson for the expansion joints. Plattco is specifically called out in the specification and the other two subs are acceptable.

The data provided on the filled in data sheets in their revised proposal is included in Attachment 3, Technical Comparison.

Martin has included a number of "Technical Comments, Clarifications and Exceptions" in their proposal which are included in Attachment 2 – Summary of Technical Exceptions and Clarifications, along with the BREI Response/Resolution. In general many of these are clarifications and are acceptable except for the proposed Milltronics switches with probes. BREI has indicated an alternate MSP-3 probe based on temperature considerations.

In addition, Martin has included a page of "Technical Notes" in their proposal that has been included in Attachment 2 along with BREI response. In many cases, these may just be standard

boilerplate statements but they should be discussed further during negotiations with Martin to ensure that they are meeting the specifications and there are no hidden exceptions in the listing.

The offering by Martin is technically acceptable with the following minor points needing final resolution. In their conveyor specifications, Martin includes timers for the double dump valves in Item 11 and Hammer Gates in Item 13. These are not required for the system. They also show an extra emergency discharge for Conveyor AH-CV-105C in Item 5, incorrect quantities for the economizer and superheater chutes in Item 9, and quantity of single dump valves in Item 12. These are probably just typos but should be discussed further with Martin.

Martin has not evidenced as much experience as EDC and possibly Strongco in complete system design and needs to verify that the system components including chutes and supports will be designed and supplied to the proper final dimensions to minimize field work during installation. Assurances must be made during final negotiations that they will be responsible for the complete system design and arrangement including final P&ID. Their chute lengths at this time appear to be "standardized" and need to be finalized when the system dimensions are finalized.

It is also unclear from Martin's proposal whether jog switches are provided for the screw conveyors and the extra flanged inlet with cover is provided in Conveyor AH-CV-102C for lime addition.

Strongco Engineered Systems:

Strongco has provided, in their original and revised proposal, a complete and descriptive offering of the fly ash system equipment including filled in conveyor sheets for all conveyors, and the listing of sub-contractors, which includes Plattco for the dump valves, Wm. W. Meyer for the rotary feeders, and BCS Automation for the hand stations. Plattco and Meyer are specifically called out in the specifications and the other sub is acceptable. They, however, did not complete and submit the motor data sheets. In addition, as stated previously, their original proposal did not include the required Martin injection screw feeders and these were added as an option in the revised proposal without filled in data sheets.

The data provided on the filled in data sheets in their revised proposal is included in Attachment 3, Technical Comparison. It should be noted, however, that the technical comparison for the injection screw feeders, AH-CV-107C1 & C2, only includes the data provided for the Strongco design of these conveyors at this time. It can be assumed, however, that the data shown for Martin would be the same for Strongco.

Strongco has included separate listings of "Technical Clarifications" and "Technical Exceptions" in their proposal which are included in Attachment 2 - "Summary of Technical Exceptions and Clarifications", along with the BREI Response/Resolution. In general, many of their clarifications are acceptable except for the conveyor covers, which they state are thicker (12 gauge vs. specified 14 gauge) but are made of mild steel. Stainless steel covers are required by specification. They also have proposed Milltronics switches with probes. BREI has indicated an alternate MSP-3 probe based on temperature considerations.

In addition, their technical exceptions include a number of items which do not meet the specification requirements including screw section and bearing housing material, chain guards, Canadian welding standards and leak detection testing of the rotary feeders which would require further discussion with Strongco.

As stated previously, Strongco has been the least conservative of the three bidders in their motor sizing. In general, however, except for these items stated herein, the offering by Strongco is technically acceptable.

EDC:

EDC has provided, in their original proposal, a descriptive offering of the fly ash system equipment including filled in data sheets for only the Martin injection screw feeders and motors and the dump valves and rotary feeders. Their revised proposal includes only descriptive listings of the conveyors with no data sheets. They also list, in their original proposal, sub-contractors, which include Continental for the screw conveyors, Martin for the ash injection screws, Meyer for the dump valves, Rotolok for the rotary feeders, and Industrial Control Solutions for electrical engineering. Plattco and Meyer are specifically called out in the specifications and the other subs are acceptable.

Attachment 3, "Technical Comparison", includes EDC data compiled from the written descriptions of the conveyors included in their revised proposal, and the Martin Ash injection screw feeders, dump valves and rotary feeders from their original proposal. It can be assumed that the data shown for Martin would be the same for EDC in their offering.

EDC's original proposal lists only two technical exceptions to the rotary feeder specification, which are included in Attachment 2 – "Summary of Technical Exceptions" along with the BREI Response/Resolution, and are acceptable.

The covers proposed for the screw conveyors are 14 gauge stainless steel but are bolted rather than the specified clamps. In addition, it is also unclear from EDC's proposal whether emergency cleanouts under each loading point and the extra flanged inlet with cover is provided in Conveyor AH-CV-102C for lime addition.

In general, except for these items stated herein, the offering by EDC is technically acceptable.

PERFORMANCE EVALUATION

No penalty has been assessed to any of the bidders in their offerings. Though the conveyors quoted by the bidders reflect different motor horsepowers, they are similar in sizing of flights, shafts, troughs, etc. The developed or brake horsepowers, therefore, should be similar while operating under similar conditions for all three bidders' quotations. In addition, since Strongco is already 7-8% higher in pricing than Martin, they were not solicited to provide increased motor sizes nor have any penalties been assessed at this time.

PRICING EVALUATION

The pricing summary and comparison for all three bidders' revised proposals is included in Attachment 4 – Pricing Summary. Pricing as shown for Strongco includes the required Martin injection screw feeders. Martin is the lowest bidder for the fly ash system, approximately 7-8% lower than the proposals by Strongco and EDC. It is expected that the pricing for Strongco should increase if their offering were to be revised based on the material for the screw sections, bearing housings, covers, etc. per specifications. Any non-compliances by either Martin or EDC are minimal and are not expected to significantly change their price offering.

RECOMMENDATION

The fly ash system and equipment proposed by Martin Engineered Products Group was found technically acceptable and the lowest in evaluated price of the three offerings. Martin is the recommended bidder for the fly ash handling system pending discussion and resolution of items contained herein and unless formal commercial evaluation dictates otherwise.

COVANTA LEE COUNTY
LEE COUNTY RESOURCE RECOVERY FACILITY
WASTE TO ENERGY EXPANSION PROJECT

Date: Aug. 5, 2005
By: P. Isolde

TECHNICAL BID EVALUATION
RFP No. 2661-SM-134 FLY ASH HANDLING SYSTEM
ATTACHMENT 1 – APPLICABLE DOCUMENTS

Lee County RFP No. 2661-SM-134

Burns and Roe Documents:

Email from P. Isolde to D. Anacker, dated 7/19/05: conveyor overload conditions and sizing
Email from D. D'Amico to all bidders, dated 7/25/2005: conveyor resizing for overload conditions
Email from D. D'Amico to Strongco, dated 7/25/2005: requirement for Strongco to quote the specified Martin shaftless screw feeders (AH-CV-107C1 & C2)

Covanta Documents:

Email from D. Anacker to P. Isolde, dated 7/22/05: clarification of overload conveyor sizing

Martin Documents:

Proposal No. Y063005A.sys / 04-021, Rev. 1, dated July 5, 2005
Proposal No. Y063005A.sys / 04-021, Rev. 2, dated July 28, 2005

Strongco Documents:

Proposal No. QS10437, dated July 8, 2005
Proposal No. QS10437-R1, dated July 29, 2005

EDC Documents:

Proposal No. 3019X, dated July 6, 2005
Email from EDC to BREI, dated 8/1/05: revised proposal

Sampson, Lindsey J.

From: Peter Young [pyoung@CovantaEnergy.com]
Sent: Monday, September 19, 2005 6:46 PM
To: Sampson, Lindsey J.; Don D'Amico
Cc: Amrit Sagar; Dennis Anacker; Demetrios Gounaris; dcastro@hdrinc.com; Dennis Iavarone; gfontana@roe.com; Steve Stuhrke
Subject: Fly Ash System Bid Evaluation

Don,

Covanta has completed its technical review of Burns and Roe's August 18 Technical Bid Evaluation for the Fly Ash Handling System. We expect to concur with Burns and Roe's recommendation to purchase the equipment from Martin Sprocket, however, before we finalize this award, B&R is requested to have Martin respond to the following technical scope items:

1. Confirm that jog switches have forward/reverse and momentary pushbuttons and that jog switches are included for conveyors as well as rotary feeders.
2. Zero seed switches must be Miltronics MSP-3, not MSP-12 probes, rated for 260 F with amplifiers in separate enclosures from the probe. This applies to both screw conveyors and feeders.
3. Confirm that 3 double dump valves and 4 single dump valves are included.
4. Include at least 150 ft of chutes to provide enough material for the 4 superheater down chutes. The 60 feet included in the proposal is not adequate.
5. Include a dolomitic lime flanged addition opening on top of baghouse transfer screw conveyor AH-CV-102C with a temporary bolted cover for future lime addition. If Martin requires additional cost for this item, have Martin quote as an option for the County's consideration.
6. Confirm that screw hanger conveyors are externally grease lubricated, and that bearings and seals meet the specification.
7. Resolution of any outstanding minor points referred to in the bid evaluation and confirmation that there are no additional exceptions beyond those noted in the proposal.

Meanwhile, Covanta will complete its review of the commercial items.

Peter