

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

**Blue Sheet No. 20051674**

- 1. ACTION REQUESTED/PURPOSE:** Approve award of formal quotation (RFP B&R 2661-SM119) and issuance of a purchase order to Sulzer Pump, Inc., the low price proposer, meeting all specification requirements for two recirculating water pumps in an amount of \$160,820.00.
- 2. WHAT ACTION ACCOMPLISHES:** Provides the necessary feed water pumps for the Waste To Energy Expansion Project.
- 3. MANAGEMENT RECOMMENDATION:** Staff recommends approval of the requested motion.

<b>4. Departmental Category:</b> 8 <span style="font-size: 1.5em; font-weight: bold; margin-left: 20px;">C8B</span>		<b>5. Meeting Date:</b> <span style="font-size: 1.2em; font-weight: bold;">11-29-2005</span>
<b>6. Agenda:</b> <input checked="" type="checkbox"/> Consent <input type="checkbox"/> Administrative <input type="checkbox"/> Appeals <input type="checkbox"/> Public <input type="checkbox"/> Walk-On	<b>7. Requirement/Purpose: (specify)</b>	
	Statute _____	
	Ordinance _____	
	<input checked="" type="checkbox"/> Admin. Code 4-1	
	Other _____	
		<b>8. Request Initiated:</b> Commissioner _____ Department <u>Public Works</u> Division <u>Solid Waste</u> By: <u>Lindsey J. Sampson</u> <div style="text-align: right; margin-top: 10px;"><i>Lindsey J. Sampson</i></div>

**9. Background:** Sealed quotes were received by the County's design engineer, Burns & Roe, on behalf of the Solid Waste Division on August 31, 2005. On that date three (3) responses were received. After review, recommendation was made to award to the low-priced proposer meeting all specification requirements, Sulzer Pump, Inc. Above price includes recommended start-up spares.

Funds are available in account string: 200923 40102.506540

Attachments: Burns & Roe bid evaluation dated 10/10/2005  
 Tabulation sheet  
 Covanta Comments on the B&R bid evaluation dated 11/1/2005

**10. Review for Scheduling:**

Department Director	Purchasing or Contracts	Human Resources	Other	County Attorney	Budget Services				County Manager/P.W. Director
<i>J. Sander</i> 11-16-05	N/A per JS			<i>[Signature]</i>	Analyst	Risk	Grants	Mgr.	<i>J. Sander</i> 11-16-05
					<i>RK</i>	<i>11/17/05</i>	<i>11/17/05</i>	<i>11/17/05</i>	

**11. Commission Action:**

- Approved
- Deferred
- Denied
- Other

RECEIVED BY COUNTY ADMIN: *[Signature]*

11-17-05

8:52

COUNTY ADMIN FORWARDED TO: *[Signature]*

11-17-05

4:40 PM

Rec. by CoAtty

Date: 11/16/05

Time: 8:55 AM

Forwarded To: *Admin*

11/17 8:50 AM

**Sampson, Lindsey J.**

---

**From:** Peter Young [pyoung@CovantaEnergy.com]  
**Sent:** Tuesday, November 01, 2005 5:24 PM  
**To:** Sampson, Lindsey J.; Glenn Fontana  
**Cc:** Dennis Anacker; dcastro@hdrinc.com; Don D'Amico; Steve Stuhrke; Jim Kelly  
**Subject:** Selection & Recommendation - SM-119 Circulating WaterPumps

Gentlemen,

Based on B&R's Circulating Water Pumps Bid Evaluation, dated October 10, 2005 and posted on October 14, 2005, Covanta concurs with B&R's selection and recommendation to purchase the subject package from Sulzer Pump, Inc. The following comments are for your consideration and guidance:

1. Commercial Terms & Conditions - B&R to confirm that the only changes to the RFP issued T&C's are: 1) adding "INCOTERMS 2000" in Article 3; 2) adding clarification to warranty that "Seller makes no other warranty or representation of any kind..."; 3) added an "ACORD" certificate of insurance; and 4) Order Price limitation of liability. Item 1 should be rejected; we could consider specific language of concern if the RFP terms can not be accepted by the vendor. Item 2 has been accepted by the County in previous orders. Item 3 is an acceptable clarification. For Item 4, the limitation must at least exclude Article § Insurance.

2. Price: In addition to B&R's recommended adjustments (316 SS bowl wear rings and start-up spares) Covanta recommends that the bolting material on the columns and bowls also be 316 SS at an additional cost of \$1,200. This would be consistent with the recommended 316 SS materials used elsewhere due to the pumps' environment. The proposed carbon steel bolting would not be suitable.

Subsequently, the recommended Award Price is \$160,820.

3. Project Estimate: \$150,000

4. Bond: Excluded. This is an equipment delivery only order, therefore County does not require a bond and is not included in the recommended award.

5. Payment Terms: 15% upon submittal of outline drawings; 35% upon shipment of bowl casting to the factory; 20% first bowl hydro; and 30% upon shipment Net 30 days.

6. Schedule: A delivery date of June 15, 2006 is consistent with the Project Schedule requirements.

B&R should proceed immediately with the following:

- 1) Finalize the T&C's and commented above.
- 2) Resolve and/or clarify B&R's Bid Evaluation comment that the vendor requires a cost adder if the pumps are stored outside. Until installed by GC, these pumps will be stored outdoors, therefore vendor must meet the specification requirement for outdoor storage;
- 3) Issue the County a purchase order term sheet that reflects the final agreements and understandings to be incorporated into the purchase order; and
- 4) issue the conformed specification, with all data sheet data filled-in, for inclusion in the purchase order.

B&R's original and current schedule for issuing this PO was October 5, 2005 and November 2, 2005, respectively. Covanta recommends that the County have this

award approved by the BOCC by the November 15, 2005 BOCC Meeting

Peter

+-----Original Message-----

From: Serrette, Pat

Sent: Friday, October 14, 2005 11:37 AM

To: ekhalikar@aaesengineering.com; Sagar, Amrit; Anacker, Dennis; Gounaris, Demetrios; Holmes, Jack; Howard, Jody; Duff, Michael; Fulco, Nilma; Young, Peter; Harbison, Russell; Libertell, Trish; don.castro@hdrinc.com; Avoglims@leegov.com; sampsolj@leegov.com; Andrew Preisler; D'Amico, Don; Dennis Iavarone; Glenn Fontana; Rubin, Ira; Joseph Craven; John Ferrari; Justin Mathew; Cole, Kevin; Patel, Manu; Stuhrke, Steve; jkelly1119@verizon.net  
Subject: Transmittal T-M-111 Bid Evaluation SM-119 Circulating WaterPumps

The document(s) list in the attached transmittal has/have been issued and posted to the project website. You will find them under webprojects\vaults\02661-001-Lee County WTE Expansion\BREI Released Documents\Bid Evaluations\and then the applicable sub-vault.

Patricia F. Serrette  
Burns & Roe Enterprises  
800 Kinderkamack Road  
Oradell, NJ 07649  
(201) 986-4098  
pserrette@roe.com



October 10, 2005

Deleted: April 13, 2005

LEE COUNTY  
WTE EXPANSION PROJECT  
FORT MYERS, FLORIDA  
RFP 2661-SM119  
CIRCULATING WATER PUMPS  
BID EVALUATION

Burns and Roe Enterprises, acting on behalf of Lee County issued Request for Proposal No. 2661-SM119 for the supply of two Condensate Pumps to the following pre-approved bidders: ITT Goulds, Sulzer Pumps, Layne/Vertline Pump, and Pumping Equipment (Peerless) Layne did not submit a proposal.

On August 31, 2005 bids were opened and recorded on the Proposal Opening Form herewith included, and found in Attachment 1.

1. Goulds Pumps DG05072R1 dated August 22, 2005
2. Pumping Equipment Co., Inc. proposal US-3193-1216 dated August 26, 2005
3. Sulzer Pump, Inc proposal #USA.4638-CNT.05.1073, dated August 31, 2005

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

Proposals were originally received with carbon steel material. Bidders were requested to review the water qualities and as a result materials were changed. The attached Bid Abstract reflects the revised pricing submitted.

After an initial review, ITT Goulds proposal was determined non-competitive and no further technical nor commercial evaluations were performed. Pumping Equipment Co., Inc. determined to be technically not acceptable (see Technical section).

RECOMMENDATION

Award the furnishing of two (2) Circulating Water Pumps to Sulzer Pump.

\$154,900 Base Price  
1,550 316 SS Bowl Wear Rings  
\$156,450 Sub-total  
3,170 Start-up Spares  
\$159,620 Recommended Award Price.

Deleted:

Deleted: Recommended Award Price:

Deleted: \$ 88,362.00

Deleted: [ ]

.....  
**BID EVALUATION 2661-SM119 "CIRCULATING WATER PUMPS" (cont'd...)**

**COMMERCIAL EVALUATION:** .....

ITT Goulds proposal is more than 50% higher in price than the other two bidders. No further evaluation was provided to Goulds.

**Pumping Equipment Co. (Peerless)** originally quoted cast iron bowls instead of ductile iron. Peerless increase its quote by \$1,000 per pump. However, in the Technical Evaluation, Burns and Roe engineering deems the Peerless pump not acceptable due to not providing shaft sleeves and run out is less than specified.

**Sulzer Pump** originally quoted ductile iron bowls and bronze impellers. Sulzer upgraded its quote, recommending 316 SS impellers and rings. Sulzer's pricing is \$77,450 per pump. Sulzer offered \$775 per pump for using 316 SS wear rings. Sulzer recommends one set of gaskets and O-Rings and one mechanical seal as start-up spares. Price is \$3,170.

Price is FOB prepaid, Jobsite.

Payment terms:

- 15% upon submittal of outline drawings;
- 35% upon shipment of Bowl casting to the factory;
- 20% first Bowl Hydro;
- 30% upon shipment.

Documents submitted: GA: 2-4 wks ARO and remaining within 8wks ARO.

Burns and Roe has attempted to negotiate Sulzer's exceptions to the T&C's. Attached is the latest status (redline) of the negotiations. Burns and Roe recommends Covanta/Lee County complete the negotiations with Sulzer.

Deleted: 1

Deleted: Page Break

Deleted: 1

Deleted: 1

1

<b>BID ABSTRACT</b>		<b>Circulating Water Pumps</b>				
		1	2	3	4	5
		Peerless Pump	Sulzer	ITT Goulds		
<b>Burns and Roe Enterprises, Inc.</b> W/O: 2661 Lee County Expansion Project RFP 2661-SM-19 Circulating Water Pumps" BUDGET: \$						
ITEM	QTY	UNIT	DESCRIPTION			
1	2	ea	Circulating Water Pumps			
			with engineering and equipment, accessories, and freight.			
			Engineering	includ	includ	
			CW-PU-002A	\$ 72,255.00	\$ 77,450.00	\$ 120,503.00
			CW-PU-002B	\$ 72,255.00	\$ 77,450.00	\$ 120,503.00
			Freight	\$ 2,000.00	includ	\$ 3,100.00
			Commissioning/Start-up Spares	\$ 1,000.00	\$ 3,170.00	none
			SUB-TOTAL	\$ 147,510.00	\$ 158,070.00	\$ 244,106.00
			Ductile Iron Bowl	\$ 2,000.00	includ	
			316SS Bowl Wear Ring	\$ 1,550.00		
			Revised Bid Price	\$ 149,510.00	\$ 159,620.00	Not Evaluated
			TOTAL Evaluated Cost	\$ 149,510.00	\$ 159,620.00	
			Award Price	\$ 159,620.00		
			Drawings Submitted	45 days ARO	2-8wks ARO	
			Delivery of material	15-Jun-06	15-Jun-06	
			PAYMENT TERMS	milestone/progress	milestone/progress	
			F.O.B. Delivered DESTINATION	yes	yes	
			TECHNICALLY ACCEPTABLE	NO	YES	
AWARD RECOMMENDATION:						
REASON FOR RECOMMENDATION: TECHNICAL & PRICE						
						REVIEWED BY:
						DATE: