

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

Blue Sheet No. 2006 **0789**

1. ACTION REQUESTED/PURPOSE: Approve award of formal quotation (RFP B&R 2661-SC313) and issuance of a purchase order to Miller Energy, Inc., the low price proposer, meeting all specification requirements for a portion of the 'Balance of Plant Instruments' in an amount not to exceed \$109,066.20, plus an allowance of \$8,000.00 for adjustments, if necessary, during the equipment detailed submittal process.

2. WHAT ACTION ACCOMPLISHES: Provides a portion of the necessary instrumentation equipment for the Waste To Energy Expansion Project.

3. MANAGEMENT RECOMMENDATION: Staff recommends approval of the requested motion.

4. Departmental Category: 8 CSD		5. Meeting Date: June 27, 2006
6. Agenda: <input checked="" type="checkbox"/> Consent <input type="checkbox"/> Administrative <input type="checkbox"/> Appeals <input type="checkbox"/> Public <input type="checkbox"/> Walk-On	7. Requirement/Purpose: (specify)	
	Statute _____	
	Ordinance _____	
	<input checked="" type="checkbox"/> Admin. Code AC 4-1	
	Other _____	
		8. Request Initiated: Commissioner _____ Department <u>Public Works</u> Division <u>Solid Waste</u> By: <u>Lindsey J. Sampson</u> <i>Lindsey J. Sampson</i>

9. Background:

Please note that remaining balance of plant instrumentation equipment will be purchased from the competing company, Instrument Specialties, Inc., at the County Manager's purchasing level.

Sealed quotes were received by the County's design engineer, Burns & Roe, on behalf of the Solid Waste Division from two qualified manufacturers' representatives, Miller Energy, Inc. and Instrument Specialties, Inc. During the extensive review process it was determined that it was in the County's best interest to select certain types of instruments from each of the vendors. This process was allowed in the RFP, specifically, that the County could choose part of the Vendors' proposed equipment based on the individual equipment pricing. After review, recommendation was made to award to the low-priced proposer, Miller Equipment, specific instruments as per the attached table, meeting all specification requirements.

Funds are available in account string: 200923 40131.506540

Attachments: Burns & Roe revised technical review of proposals dated 5/31/06
 Bid Abstract and Pricing summary Sheets
 Covanta recommendation letter dated 6/9/06.

10. Review for Scheduling:

Department Director	Purchasing or Contracts	Human Resources	Other	County Attorney	Budget Services				County Manager/P.W. Director
					Analyst	Risk	Grants	Mer	
<i>Jamie</i> 6-12-06	NA per JS. <i>JL</i>	NA		<i>S. Lamm</i> 6/12/06	<i>Shaw</i> 6/12/06	<i>mt</i> 6/12/06	<i>by</i> 6/12/06	<i>Mer</i> 6/14/06	<i>Jamie</i> 6-12-06

11. Commission Action:

- Approved
- Deferred
- Denied
- Other

RECEIVED BY COUNTY ADMIN: *FLW*
 6/12/06 4:40 PM
 COUNTY ADMIN FORWARDED TO: *JL*
 6/15/06
4/17/06

Rec. by CoAtty
 Date: *6/12/06*
 Time: *3:15 PM*
 Forwarded To: *410*
Admin 6/12/06

Sampson, Lindsey J.

From: Young, Peter [pyoung@CovantaEnergy.com]
Sent: Friday, June 09, 2006 3:40 PM
To: D'Amico, Don; Sampson, Lindsey J.
Cc: Glenn Fontana; Cole, Kevin; Gounaris, Demetrios; dcastro@hdrinc.com
Subject: Selection & Recommendation - BOP Instruments Bid Eval SC-313

Importance: High

Attachments: LeeExpDCG-104:COV Comments to Bid evaluation spec SC-313 BOP instruments



LeeExpDCG-104:
COV Comments to ..

Don and Lindsey,

Covanta completed its review of BREI's subject technical bid evaluation received June 2nd and we concur with BREI's recommendation to split this award into two separate packages, one to Miller Energy and one to Instrument Specialties. Our detailed comments on the evaluation are included on the attached bid evaluation - some minor open items remain that may affect pricing.

BREI's commercial bid evaluation needs to be issued ASAP and no later than this Monday, June 12th to allow the County to get this award on the BOCC agenda for this month - this is critical.

The following comments are for your consideration and guidance:

1. Commercial Terms & Conditions - Don D'Amico's June 2, 2006 email indicates that both selected vendors have taken no exceptions to the RFP T&C's.

2. Price: Combined awards total approximately \$165,486:

Instrument Specialties' package is priced at \$56,420.00.

Miller Energy's package is priced at \$109,066.20, however some minor adjustment to this price is pending based on Covanta's attached comments.

3. Project Estimate: \$132,834.00 (April 2005 dollars)

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: BREI to provide.

6. Schedule: A delivery date of September 29, 2006 is required - BREI to confirm compliance.

B&R should proceed immediately with the following:

- 1) Complete the final commercial bid evaluation;
- 2) Confirm acceptable T&C's, payment terms, and delivery dates;
- 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 November 21, 2005 and March 21, 2006, respectively. Covanta recommends that the County have this award approved by the BOCC by the June 27, 2006 BOCC Meeting at the latest.

Peter

-----Original Message-----

From: Don D'Amico [mailto:ddamico@roe.com]
Sent: Friday, June 02, 2006 12:04 PM
To: Young, Peter
Cc: Glenn Fontana; Cole, Kevin
Subject: Fwd: Lee BOP Instruments Bid Eval SC-313

Pete,
Attached is the Tech Evaluation and recommendation for the BOP Instruments. Kevin Cole has been coordinating review efforts with Demetri. Both Miller and IS take no exception to the Terms of Sale. I need to make final review of other commercial items (drawings, delivery, etc). Should have complete Bid Evaluation posted next week. If Demetri has any technical question/comments, let us know.

Don

TECHNICAL REVIEW OF PROPOSALS
For Lee County RFP No. 2661-SC-313
BALANCE of PLANT INSTRUMENTS

INTRODUCTION

The Balance of Plant Instrument specification includes several types of instruments that are all included in one package for the intended purpose of streamlining the bidding, purchasing and supply process by selecting a single supplier instead of one for each instrument type. For this approach to succeed, it is necessary to identify multiple suppliers that are able to provide quotes for the entire assortment of instrument types. Burns and Roe had identified three such suppliers prior to issuing the RFP for this package, but when it came time for them to submit their bids, one declined to bid. Bids were received from the remaining two bidders, however neither was completely technically acceptable for the following reasons:

Instrument Specialties Inc. (ISI) submitted only a partial bid; only four of the eleven required instrument types.

Miller Energy (ME) submitted a complete bid, but, in several cases the offered manufacturer was not one of the acceptable manufacturers stated in the RFP.

Burns and Roe spoke with both of the contenders and tried to extract complete acceptable quotes from them. Both bidders submitted revisions that improved their level of completeness and conformance to the specified manufacturers, but in the end it still remained that neither one provided a complete acceptable bid.

During the bid review period it became necessary to add three more instrument types to the package and 3 more specifications were sent out to the bidders. Of these, ME provided proposals for all three, but ISI quoted only one.

Due to this unexpectedly poor response from the bidders, it was decided to consider splitting the package up into two purchase orders, with each instrument type being evaluated separately and awarded to the bidder who had the best offering for that type of instrument.

Covanta's list of acceptable manufacturers for instrument types for the Lee County Expansion is limited and in some cases allows only one choice, such as Static O Ring (SOR) for pressure switches. This is due in part to Covanta's good experience with SOR products and in part to the fact that all of the corresponding instruments on the existing plant are manufactured by SOR. Instrumentation vendors such as ISI and ME generally represent only one manufacturer for each instrument type, but can get instruments from other manufacturers if necessary. And a vendor who represents a certain manufacturer

See
 Comments
 on pg 2, 4,
 5, 6, 7,
 and
 SC 313 Bid
 EVAL Pricing etc.
 JCC
 6/9/06

normally can offer better pricing on that brand than one who does not have the representative relationship.

SUMMARY

- A complete pricing comparison, showing originally submitted pricing and final evaluated pricing, as well as the specified and offered manufacturers for each instrument type is provided on the attached spreadsheet.
- Since, even after repeated requests, neither of the two remaining bidders provided a complete, acceptable proposal, it is necessary to split the order between the two bidders.
- As detailed below, it is recommended that the instrument types be awarded on the following basis:

Three instrument types to Instrumentation Specialties:

SPEC NO	DESCRIPTION	PRICE
SC-310	Thermocouples & RTD's	\$28,480.00
252-3	Ext Cage Level Switches	\$4,540.00
252-5	Pressure Switches	\$22,900.00
-	Freight	\$500.00
TOTAL		\$56,420.00

✓ JMS
✓ SOR
✓ SOR

And eleven instrument types to Miller Energy:

SPEC NO	DESCRIPTION	PRICE
SC-304	Displacement Level Trans	\$19,252.50
SC-323	Pressure Gauges	\$6,891.00
252-1	Thermometers	\$3,963.00
252-2	Level Gauges	\$24,539.00
252-7	Flow Switches	\$4,048.00
252-11	Ultrasonic Flow Trans	\$19,146.00
252-12	Ultrasonic Level Trans	\$941.20
252-13	Float Level Switches	\$739.50
SC-321	Combustion O2 Analyzers	\$13,449.00
SC-324	Process Stream Analyzers	\$6,470.00
252-14	Turbine Flow Meters	\$7,627.00
-	Freight	\$2,000.00
TOTAL		\$109,066.20

✓ magnaval
✓ verika
✓ WKA
✓ Pombardly
✓ Analant
✓ Emerson
✓ milltronics
✓ magnaval
✓ EMERSON
✓ EMERSON
✓ EMERSON

Relinquish contract
P 450
T 830

Review COST (1041.20)

?

\$109,166.20

SPECIFIC INSTRUMENT TYPE EVALUATIONS

THERMOCOUPLE AND RTD ASSEMBLIES (Spec SC-310)

Covanta's requirements allow only two possible manufacturers for Thermocouple and RTD Assemblies, JMS and Temp-Pro. ISI is a manufacturer's representative for JMS and provided a good competitive offering with their initial submittal and required only a few minor corrections to make it technically acceptable.

Miller initially submitted a bid using United Electric as the temperature element manufacturer. This manufacturer was rejected and they were instructed to provide one of the required manufacturers. ME then submitted a bid based on JMS that was identical to the initial bid from ISI, requiring the same corrections, but at a higher price.

Based on both bids being technically the same, both being from acceptable manufacturer JMS, and ISI being the manufacturer's rep and therefore providing better pricing and other advantages, we recommend that the order for Thermocouple and RTD Assemblies be placed with ISI.

EXTERNAL CAGE LEVEL SWITCHES (Spec. 252-3)

Covanta's requirements initially allowed only one manufacturer for External Cage Level Switches, Magnetrol, which is the manufacturer for the corresponding existing level switches. ME who is a manufacturer's representative for Magnetrol, offered a complete and technically acceptable bid for Magnetrol level switches.

ISI also offered a technically acceptable bid, at a considerably lower price, however it was based on Static O-Ring (SOR) brand rather than Magnetrol. BRE discussed this situation with Covanta's Instrument engineer and it was determined that, since SOR is an acceptable manufacturer for other instrument products, they can be considered for the level switches if their product satisfies all of the technical requirements.

Based on both bids being technically acceptable, and ISI's price being significantly lower, we recommend that the order for External Cage Level Switches be placed with ISI.

PRESSURE AND DIFFERENTIAL PRESSURE SWITCHES (Spec 252-5)

Covanta's requirements allow only one manufacturer for Pressure and Differential Pressure Switches (hereafter referred to as simply Pressure Switches), SOR which is the manufacturer for the corresponding existing pressure switches.

ISI, who is a manufacturer's rep for SOR, offered SOR products, but, due to some confusion in interpreting the BRE data sheets, several of their initially offered switch models were inappropriate for the application. Also, in many cases, they included pigtail siphons (used to prevent steam from coming in contact with the sensing element). The installation method to be employed on Lee avoids the need for siphons, so ISI was instructed to remove them. After ISI corrected their model numbers, and removed the siphons, their offering is considered technically acceptable and the instruments will be very similar in model to the existing pressure switches.

ME, initially proposed all differential pressure switches as manufactured by Midwest Instruments and all pressure switches as manufactured by United Electric. Neither of these manufacturers is allowable per the specification, so Miller was instructed to resubmit their bid using the only acceptable manufacturer SOR. They did resubmit based on SOR for the pressure switches, but they proposed yet another manufacturer, Orange Research, for the differential pressure switches. ME's bid was not considered further.

Based on the ISI bid being technically acceptable and from the required manufacturer, SOR, and ISI being the manufacturer's rep, we recommend that the order for Pressure and Differential Pressure Switches be placed with ISI.

DISPLACEMENT LEVEL TRANSMITTERS (Spec SC-302)

Covanta's requirements allow only one possible manufacturer for Displacement Level Switches, Magnetrol. ME is a manufacturer's representative for Magnetrol and they provided a complete and technically acceptable proposal.

ISI initially provided no bid for this instrument type, but later submitted a quote for Magnetrol transmitters. The model numbers quoted by ISI were identical to those quoted by ME, but at a higher price.

Based on both bids being technically the same, both being from acceptable manufacturer Magnetrol, and ME being the manufacturer's rep and therefore providing better pricing and other advantages, we recommend that the order for Displacement Level Transmitters be placed with ME.

PRESSURE GAUGES (Spec SC-323)

There were three allowable manufacturers for Pressure Gauges: Ashcroft, US Gauge and Wika. ME is a manufacturer's representative for Wika and they provided a complete and technically acceptable proposal.

ISI initially provided no bid for this instrument type, but later submitted a quote for Pressure Gauges using Tel-Tru and Midwest Instruments models. Not only are these manufacturers not on the required manufacturers list, but the quoted price was significantly higher than the Wika price from ME.

Based on ME quoting one of the allowable manufacturers and their price being lower than ISI's price, we recommend that the order for Pressure Gauges be placed with ME.

THERMOMETERS (Spec 252-1)

There were three allowable manufacturers for Thermometers: Ashcroft, US Gauge and Wika. ME is a manufacturer's representative for Wika and they provided a complete and technically acceptable proposal.

ISI initially provided no bid for this instrument type, but later submitted a quote for Thermometers using Tel-Tru models.

Based on ME quoting one of the allowable manufacturers and their price not being a great amount higher than ISI's price (difference about \$1900), we recommend that the order for Pressure Gauges be placed with ME.

LEVEL GAUGES (Spec 252-2)

The specification originally included one acceptable manufacturer for Level Gauges. Ernst. During the bidding period, it became known that the manufacturer for the corresponding instruments in the existing plant is Penberthy, so it was decided that Penberthy would also be considered acceptable.

ME initially submitted a bid based on Penberthy and meeting the technical requirements of the specification. They pointed out that for the level gauge glass on the Bypass Condenser (Tag K-LG-0134), the process conditions were so severe that a special type of gauge, as is used on boiler drums, was called for. This gauge is considerably more expensive than the other required level gauges. It is not clear how the existing plant employs a standard gauge for this service on the existing bypass condenser. BRE, ME and Penberthy investigated other options to satisfy the technical requirements of this application. After discussion with Covanta, it was determined that an alternate solution using a metal tube, with a series of magnetically coupled indicators that flip over to change color when level rises, would be acceptable.

ISI initially provided no bid for this instrument type, but later submitted a quote for Level Gauges using Ernst models. The Ernst quote from ISI was significantly higher than ME's original quote and very significantly higher than ME's revised quote (\$56,000 higher), so the ISI quote was not reviewed in detail.

Based on ME submitting a technically acceptable proposal from an acceptable manufacturer and their price being very significantly lower than ISI's, we recommend that the order for Level Gauges be placed with ME.

FLOW SWITCHES (SPEC 252-7)

The specification listed two acceptable manufacturers for Flow Switches, Magnetrol and SOR. Initial research by BRE indicated that these manufacturers did not have a standard

product that would meet the specification requirements, but could modify their standard product to do so.

It turned out that ISI was not able to quote an SOR switch to meet the requirements, so they provided no bid for this instrument type. Likewise ME was unable to quote a Magnetrol switch to meet the requirements, but they did identify an alternate manufacturer, Aalient, whose target-type switch would work.

BRE evaluated the alternate switch and found it to be technically acceptable. Based on there being only one acceptable offering, we recommend that the order for Flow Switches (quantity 1) be placed with ME.

ULTRASONIC FLOW TRANSMITTERS (spec 252-11)

The specification listed only one acceptable manufacturer for Ultrasonic Flow Transmitters, Controlotron. ME's initial quote was based on Controlotron flow meters and was technically acceptable.

ISI initially provided no quote for this instrument type. They subsequently provided a bid based on a different manufacturer, Panametrics. The specification called for one single channel flow transmitter and one four channel transmitter, but ISI's quote was based on one single and 2 dual channel transmitters. While this arrangement could be acceptable, it would require some adjustments on our design documents to accommodate.

Based on ME quoting a manufacturer that matched the specification and on their price not being a great amount higher than ISI's, we recommend that the order for Ultrasonic Flow Transmitters be placed with ME.

ULTRASONIC LEVEL TRANSMITTERS (spec 252-12)

The specification listed three allowable manufacturers for this instrument type, Pulsar, Milltronics and Flow-Line. ME initially bid a level transmitter by Magnetrol, but this was not accepted and they subsequently provided quotes for Milltronics and Pulsar, with Milltronics being the lower cost choice.

ISI also quoted a Milltronics level transmitter that was essentially the same as that quoted by ME, except that ISI's model could cover a range of up to 40 feet, versus 20 feet for ME's. The application only requires a working range of 4 feet, so the 20 feet range transmitter is more than adequate.

Based on both bids being technically the same, both being from acceptable manufacturer Milltronics, and ME providing better pricing, we recommend that the order for Ultrasonic Level Transmitters (quantity 1) be placed with ME.

FLOAT LEVEL SWITCHES

(SPEC 252-13)

The specification listed two allowable manufacturers for Float Level Switches (also called tethered moving ballast level switches), Magnetrol and Custom Switch. The plant currently has Custom Switch switches that were installed at some point as replacements for the original conductivity type level switches. ME is a manufacturer's representative for Magnetrol and they provided a complete and technically acceptable proposal. ISI initially provided no bid for this instrument type, but later submitted a quote for Magnetrol switches. The model numbers quoted by ISI were identical to those quoted by ME, but at a higher price.

Based on both bids being technically the same, both being from acceptable manufacturer Magnetrol, and ME being the manufacturer's rep and therefore providing better pricing and other advantages, we recommend that the order for Float Level Switches be placed with ME.

COMBUSTION CONTROL OXYGEN ANALYZER (Spec SC-321)

The specification allowed only a Rosemount (Emerson) World Class 3000 analyzer for this service to match the existing plant and Covanta's standard.

ISI quoted an oxygen analyzer from Cosa Instrument Corporation. While it appears to meet the specification technical requirements, we have not reviewed it in detail since it is not an allowable manufacturer.

ME quoted an Emerson Oxygen Analyzer, but it was not exactly the model specified. The model quoted is a Oxymitter 4000. When questioned about the substitution, ME explained that Rosemount (Emerson) is no longer actively marketing the World Class model, and the Oxymitter is the current product line that handles the applications that were previously handled by the World Class model. We have reviewed the literature on the Oxymitter and feel that it meets or exceeds the technical requirements and therefore is acceptable. ME's initial quote for this item did not include any autocalibration system which was required by the specification. They subsequently provided a quote for this accessory that satisfies the spec requirements.

Based on ME submitting the only technically acceptable bid on this item, we recommend that the order for Oxygen Analyzers (quantity 1) be placed with ME.

PROCESS STREAM ANALYZERS (Spec SC-324)

This specification allowed only Rosemount (Emerson) process analyzers to match the existing plant and Covanta's standard. A specific model series was specified for the analyzer probes (Endurance 400 Series) ISI did not submit a quote for this instrument type.

ME submitted a quote based on the manufacturer and model numbers specified. We find their quote to be technically acceptable and recommend that the order for Process Stream Analyzers (quantity 2 conductivity analyzers w/probes) be placed with ME.

TURBINE FLOW METERS (Spec 252-14)

This specification allowed only Daniel (Emerson) turbine flow meters. A specific model series was specified for the associated flow totalizer/transmitter (Model MRT-97). ISI did not submit a quote for this instrument type.

ME submitted a quote based on the manufacturer and model numbers specified. We find their quote to be technically acceptable and recommend that the order for Turbine Flow Meters (quantity 1) be placed with ME.

RFP - 2081-C-316
General Motors

Inst. Spec	Inst. Preferred Manufacturer	MILLER		INSTRUMENT SPECIALTIES		Rev. Mfr	Rev. Quote	Running Total	NOTES
		CRG QUOTE	Rev Mfr	CRG QUOTE	Rev Mfr				
202-91 Dual Level Trans Magnatrol	Magnatrol	222000	407	\$19,757.70	407	407	\$25,960.00	\$25,960.00	
202-91 Thermos & RTD's	US Applied Spec	326	JMS	\$53,909.46	326	JMS	\$28,460.00	\$28,460.00	
202-92 Pressure Gauges	Wika	47	JMS	\$4,801.00	47	JMS	\$0.00	\$0.00	
202-1 Thermometers	Wika	47	JMS	\$3,363.00	47	JMS	\$0.00	\$0.00	
202-2 Level Gauges	Perfection	47	JMS	\$24,336.00	47	JMS	\$0.00	\$0.00	
202-3 Ext. Clevel Level Switches	Magnatrol	110,039.80		\$10,039.80			\$4,540.00	\$4,540.00	
202-5 Pressure & DP Switches	USM&W	119,757.70	407	\$14,988.00	407	407	\$33,266.00	\$22,000.00	
202-7 Flow Switches	Assistant	\$4,048.00		\$4,048.00			\$0.00	\$0.00	
202-11 Ultrasonic Flow Trans	Contributor	\$19,146.00		\$19,146.00			\$0.00	\$16,000.00	
202-12 Ultrasonic Level Trans	Magnatrol	\$728.75	407	\$1,041.20	407	407	\$1,310.00	\$1,310.00	Incl Ppgr
202-13 Fixed Level Switches	Magnatrol	\$739.50		\$739.50			\$0.00	\$0.00	
202-14 Turbine Flow Meters	Emerson	Not Incl		\$13,446.00			\$0.00	\$0.00	
202-15 Turbine Flow Meters	Emerson	Not Incl		\$6,470.00			\$0.00	\$0.00	
202-16 Turbine Flow Meters	Emerson	Not Incl		\$7,627.00			\$0.00	\$0.00	
Freight				\$2,000.00			\$500.00	\$500.00	
Total				\$187,992.79			\$68,096.00	\$186,186.00	

NOTES
1. Miller's price for Oxygen Analyzer includes assumed \$4000 for Auto Calibration with Analyzer confirmation

AUTO CALIBRATION IS NOT REQUIRED
DELETE THIS OPTION

OPTIONS REQUIRED ARE AS FOLLOWS:

- MANUAL CALIBRATION MODULE
- DIGITAL OUTPUT MODULE TO ALARM (INDS)

THAT OXYGEN ANALYZER REQUIRES CALIBRATION