



Interoffice Memorandum

APPROVED
BY ORANGE COUNTY BOARD
OF COUNTY COMMISSIONERS

August 24, 2015

SEP 15 2015 JLB

TO: Mayor Teresa Jacobs
and the Board of County Commissioners

FROM:  Johnny Richardson, Manager, Procurement Division

CONTACT: Anthony Rios, Battalion Chief, Fire Rescue Department
407-836-9037

SUBJECT: Award of Invitation for Bids Y15-1142-JS, Fire Rescue and Hazmat
Supplies and Equipment

RECOMMENDATION:

Approval to award Invitation for Bids Y15-1142-JS, Fire Rescue and Hazmat Supplies and Equipment, to the low responsive and responsible bidders, Anclote Fire and Safety, LLC, Bennett Fire Products Company, Inc., Dana Safety Supply, Inc., Fisher Scientific Company, LLC., Municipal Equipment Company, LLC, Team Equipment, Inc. and Ten-8 Fire Equipment, Inc. for 3-year contracts in the following amounts based on low bidders for each lot (see discussion section):

Anclote Fire and Safety, LLC	\$ 360,000
Bennett Fire Products Company, Inc.	\$ 300,000
Dana Safety Supply	\$ 150,000
Fisher Scientific Company, LLC	\$2,500,000
Municipal Equipment Company, LLC	\$ 130,000
Team Equipment, Inc.	\$ 750,000
Ten-8 Fire Equipment, Inc.	<u>\$1,000,000</u>
Total	\$5,190,000

Further request authorization of the Procurement Division to renew the contracts for two additional 1-year terms. The Fire Rescue Department and the Business Development Division concur with this recommendation.

PURPOSE:

Fire Rescue/Hazmat supplies and equipment are used at County fire stations and include, but are not limited to, fire hose, nozzles, bunker gear, helmets, boots, self contained breathing apparatus, full body hazmat suits and gloves.

DISCUSSION:

Seven bids were received in response to Invitation for Bids, Y15-1142-JS and were evaluated for responsiveness, responsibility and the percentage discount from the most recently published manufacturer's price lists.

Anclote Fire and Safety, LLC will be awarded lots 9, 21, 44, 53 and 59; Bennett Fire Products Company, Inc. will be awarded lots 23, 24, 25, 43 and 47; Dana Safety Supply, Inc. will be awarded lots 30 and 83; Fisher Scientific Company, L.L.C. will be awarded lots 4, 5, 6, 10, 11, 15, 16, 17, 18, 19, 31, 32, 33, 34, 40, 41, 42, 50, 54, 55, 56, 57, 60, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 77, 78, 79, 80, 82 and 86; Municipal Equipment Company, LLC will be awarded lots 2, 3, 12, 13, 14, 26, 27, 28, 29, 39, 58, 61, 75 and 76; Team Equipment, Inc. will be awarded lots 36, 38, 51 and 52 and Ten-8 Fire Equipment, Inc. will be awarded lots 1, 20, 45, 46, 49 and 84.

Eight lots will not be awarded because no bids were received for those lots.

The bid tabulation is attached.

BID TABULATION
IFB Y15-1142-JS
FIRE RESCUE AND HAZMAT SUPPLIES AND EQUIPMENT

Lot #	Manufacturer	Anclote Fire & Safety Products % Disc.	Bennett Fire Products Company % Disc.	Dana Safety Supply % Disc.	Fisher Scientific Company, LLC % Disc.	Municipal Company, LLC % Disc.	Team Equipment % Disc.	Ten-8 Fire Equipment % Disc.
1	Ajax	no bid	no bid	no bid	no bid	no bid	no bid	10% *
2	Akron, parts	30%	no bid	no bid	no bid	20% *	no bid	10% *
3	Akron, non-parts	30%	no bid	no bid	no bid	43% *	no bid	20% *
4	Alco-Lite	20%	no bid	no bid	28% *	8% *	no bid	5% *
5	Amerex	no bid	no bid	no bid	42% *	no bid	no bid	5% *
6	American Fireware	no bid	30%	no bid	43% *	no bid	no bid	no bid
7	Amkus	no bid	no bid	no bid	no bid	no bid	no bid	no bid
8	Angus	no bid	no bid	no bid	no bid	no bid	no bid	no bid
9	Black Diamond	30% *	10%	no bid	no bid	no bid	no bid	no bid
10	BlowHard Fans	no bid	no bid	no bid	15% *	no bid	no bid	no bid
11	Brady Labelizer	no bid	no bid	no bid	18% *	no bid	no bid	no bid
12	Bullard, head protection	no bid	no bid	no bid	no bid	40%	no bid	no bid
13	Bullard, thermal imaging	no bid	no bid	no bid	no bid	5%	no bid	no bid
14	Circle D	no bid	no bid	no bid	no bid	24% *	no bid	10%
15	CMC	no bid	no bid	no bid	23% *	10% *	no bid	5% *
16	Drager, gas detection	no bid	no bid	no bid	24% *	15% *	no bid	no bid
17	Drager, respiratory	no bid	no bid	no bid	24% *	15% *	no bid	no bid
18	DuPont	no bid	no bid	no bid	43%	no bid	no bid	no bid
19	Ergodyne	25%	no bid	no bid	34% *	15% *	no bid	10% *
20	Firecom	no bid	no bid	no bid	no bid	no bid	no bid	15% *
21	Fire Hooks Unlimited	15%	no bid	no bid	13% *	7% *	no bid	5% *
22	Garmin GPS	no bid	no bid	no bid	no bid	no bid	no bid	no bid
23	Globe	no bid	50% *	no bid	no bid	no bid	no bid	no bid
24	Globe Footwear	no bid	30% *	no bid	no bid	no bid	no bid	no bid
25	Globe Lifeline	no bid	10% *	no bid	no bid	no bid	no bid	no bid
26	Hale/Class 1, Cat. A	no bid	no bid	no bid	no bid	26% *	no bid	5% *
27	Hale/Class 1, Cat. B	no bid	no bid	no bid	no bid	22% *	no bid	5% *
28	Hale/Class 1, Cat. E	no bid	no bid	no bid	no bid	22% *	no bid	5% *
29	Hale/Class 1, Cat. F	no bid	no bid	no bid	no bid	26% *	no bid	5% *
30	Havis	no bid	no bid	38% *	no bid	no bid	no bid	5% *
31	Honeywell, bunker gear	no bid	no bid	no bid	58% *	no bid	no bid	no bid
32	Honeywell, boots	no bid	no bid	no bid	47% *	no bid	no bid	no bid
33	Honeywell, helmets	no bid	no bid	no bid	53% *	no bid	no bid	no bid
34	Honeywell, accessories	no bid	no bid	no bid	45% *	no bid	no bid	no bid
35	Hubbell, wiring devices	no bid	no bid	no bid	no bid	no bid	no bid	no bid
36	Hurst, high pressure rescue equipment	no bid	no bid	no bid	no bid	no bid	20% *	no bid
37	Hurst, E-Draulic rescue equipment	no bid	no bid	no bid	no bid	no bid	no bid	no bid
38	Hurst, specialty rescue tools	no bid	no bid	no bid	no bid	no bid	20% *	no bid
39	Janesville/Lion	no bid	no bid	no bid	no bid	35%	no bid	no bid
40	Kappler	no bid	no bid	no bid	43% *	no bid	no bid	no bid
41	Kocheck, fire hose	no bid	no bid	no bid	49.5% *	25% *	no bid	10%
42	Kocheck, non fire hose	no bid	no bid	no bid	49.5% *	25% *	no bid	10%
43	Life Liners	no bid	15% *	no bid	no bid	no bid	no bid	no bid
44	Mercedes, fire hose	15% *	no bid	no bid	no bid	no bid	no bid	no bid
45	Milwaukee Strap	no bid	no bid	no bid	no bid	no bid	no bid	10% *
46	MSA, thermal imaging	no bid	no bid	no bid	no bid	no bid	no bid	15% *
47	MSA Cairns	no bid	30% *	no bid	no bid	no bid	no bid	20% *
48	MTS	no bid	no bid	no bid	no bid	no bid	no bid	no bid
49	National Foams	no bid	no bid	no bid	no bid	no bid	no bid	2% *
50	Neidner, fire hose	no bid	no bid	no bid	30% *	no bid	no bid	no bid
51	Paratech	no bid	no bid	no bid	no bid	12% *	15% *	2%
52	Partner Saws	no bid	no bid	no bid	no bid	16% *	20% *	no bid
53	Paulson	15%	no bid	no bid	no bid	no bid	no bid	no bid
54	PGI Cobra	no bid	12% *	no bid	32% *	no bid	no bid	10%
55	PGI Fireline	no bid	12% *	no bid	32% *	no bid	no bid	10%
56	Pigeon Mountain	no bid	no bid	no bid	25% *	10%	no bid	no bid
57	Power Breezer	no bid	no bid	no bid	22%	no bid	no bid	no bid
58	Protective Industrial Products	no bid	no bid	no bid	18% *	20% *	no bid	no bid
59	Radio Tech	10%	no bid	no bid	no bid	no bid	no bid	no bid
60	RAE Systems	no bid	no bid	no bid	23.5%	no bid	no bid	no bid
61	Red Head	no bid	no bid	no bid	no bid	30% *	no bid	5%
62	Ringer Gloves	no bid	no bid	no bid	41%	no bid	no bid	no bid
63	Saint-Gobain	no bid	no bid	no bid	18%	no bid	no bid	no bid
64	Scott Safety, compressors	no bid	no bid	no bid	11.5% *	no bid	no bid	no bid
65	Scott Safety, respiratory (non-NFPA)	no bid	no bid	no bid	29% *	no bid	no bid	no bid
66	Scott Safety, SCBA (NFPA)	no bid	no bid	no bid	38.25% *	no bid	no bid	no bid
67	Scott Safety, thermal imaging	no bid	no bid	no bid	17.5% *	no bid	no bid	no bid
68	Shelby	20%	20% *	no bid	29.5% *	15% *	no bid	5% *
69	Shelby, extraction gloves	20%	10% *	no bid	30% *	8% *	no bid	5%
70	Snaptite, fire hose	no bid	no bid	no bid	40.5%	20% *	no bid	no bid
71	Snaptite, non fire hose	no bid	no bid	no bid	40.5%	no bid	no bid	no bid

BID TABULATION
IFB Y15-1142-JS

FIRE RESCUE AND HAZMAT SUPPLIES AND EQUIPMENT

72	Sperian, gas detection	no bid	no bid	no bid	25%	no bid	no bid	no bid
73	Sperian, respiratory	no bid	no bid	no bid	15%	no bid	no bid	no bid
74	Streamlight	25%	no bid	44% *	50.5% *	47% *	no bid	10% *
75	Supervac, parts	no bid	no bid	no bid	no bid	32% *	no bid	10% *
76	Supervac, non parts	no bid	no bid	no bid	no bid	32% *	no bid	10% *
77	Tecgen	no bid	no bid	no bid	21%	no bid	no bid	no bid
78	Thermo Scientific, radiaton detection	no bid	no bid	no bid	4%	no bid	no bid	no bid
79	Thermo Scientific, portable optical analysis	no bid	no bid	no bid	3%	no bid	no bid	no bid
80	Tingley	no bid	no bid	no bid	44%	no bid	no bid	no bid
81	Trimble GPS	no bid	no bid	no bid	no bid	no bid	no bid	no bid
82	True North	20%	no bid	no bid	26% *	no bid	no bid	5% *
83	Whelen Products	no bid	no bid	45% *	no bid	30% *	no bid	10% *
84	Williams Fire Hazard, firefighting foams	no bid	no bid	no bid	no bid	no bid	no bid	5% *
85	Worden	no bid	no bid	no bid	no bid	no bid	no bid	no bid
86	Zico Ziamatic	no bid	no bid	no bid	31% *	28% *	no bid	5%




Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

August 14, 2015

TO: Jim Schell, Senior Purchasing Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator 
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **IFB #Y15-1142-JS, Fire Rescue and Hazmat Supplies and Equipment**

The Business Development Division evaluated the **7 bids** submitted for this project and found that **none** of the bidders are Orange County Certified Minority Women Business Enterprises. Hence, the bid preference program in accordance with the County's M/WBE Ordinance, Section 17-324 can not be applied.

c: Sheena Ferguson, Acting Manager, Business Development Division

Sheena Ferguson