

BOCC APPROVAL AUGUST 15, 2018
BOARD OF BIDS AND CONTRACTS AUGUST 9, 2018

5. PREVENTIVE MAINTENANCE AND ON-CALL SERVICES for BACK-UP GENERATORS -- FACILITIES

FUNDING -- FACILITIES

(Request sent to 42 vendors)

RFB #18-0017 Contract

Per Each	Brand/Model	Foley Equipment Company	Central Power Systems & Services LLC	Pro Circuit Inc.	Cummins Inc. dba Cummins Sales & Service	Clifford Power Systems, Inc.	Western Diesel Services dba CK Power
1. 4701 S. West St.	Baldor TS25T	\$167.38	\$300.00	\$450.00	\$356.70	\$383.00	\$360.00
2. 5858 N. 247th St. W.	Baldor TS25S	\$167.38	\$300.00	\$450.00	\$356.70	\$383.00	\$360.00
3. 700 S. Hydraulic	Caterpillar 3412	\$291.69	\$775.00	\$1,835.00	\$682.68	\$1,231.00	\$1,285.00
4. 525 N. Main	Onan/Cummins 300DFCB	\$215.48	\$550.00	\$1,500.00	\$554.31	\$695.00	\$590.00
5. 525 N. Main	Onan/Cummins	\$277.88	\$650.00	\$1,500.00	\$675.13	\$889.00	\$735.00
6. 525 N. Main	Onan/Cummins	\$277.88	\$775.00	\$1,500.00	\$758.78	\$889.00	\$890.00
7. 141 W. Elm	Onan/Cummins 600VTA2	\$277.88	\$800.00	\$1,835.00	\$758.78	\$1,231.00	\$930.00
8. 141 W. Elm	Onan/Cummins 600VTA2	\$277.88	\$800.00	\$1,835.00	\$758.78	\$1,231.00	\$930.00
9. 141 W. Elm	Onan/Cummins 600DFGB	\$277.88	\$800.00	\$1,835.00	\$758.78	\$1,231.00	\$870.00
10. 141 W. Elm	Onan/Cummins 600DFGB	\$277.88	\$800.00	\$1,835.00	\$758.78	\$1,231.00	\$870.00
11. 1109 N. Minnesota	Onan/Cummins 80DGDA	\$229.29	\$400.00	\$450.00	\$368.01	\$475.00	\$385.00
12. 1109 N. Minnesota	Caterpillar LC 5	\$167.38	\$550.00	\$1,500.00	\$570.68	\$695.00	\$645.00
13. 714 N. Main	Caterpillar LC 6	\$291.69	\$650.00	\$1,500.00	\$660.47	\$889.00	\$725.00
14. 714 N. Main	Caterpillar LC 6	\$291.69	\$650.00	\$1,500.00	\$660.47	\$889.00	\$725.00
15. 701 W. Harry	Kohler 20R0Z281	\$167.38	\$300.00	\$450.00	\$326.37	\$405.00	\$360.00
16. 7001 W. 21st St.	Grenerac 93A3904-S	\$167.38	\$300.00	\$450.00	\$310.73	\$383.00	\$285.00
17. 501 E. 53rd St. N.	Kohler	\$167.38	\$300.00	\$450.00	\$356.70	\$405.00	No Bid
On-Call Service Rates							
Service Call per each		\$0.00	\$0.00	\$90.00	\$216.00	\$654.00	\$130.00
Hourly rate for on call service		\$147.00	\$105.00	\$90.00	\$162.00	\$163.50	\$195.00
Hourly rate for emergency service		\$147.00	\$105.00	\$135.00	\$216.00	\$163.50	\$260.00
Percentage mark up on parts		0.00%	10.00%	15.00%	25.00%	30.00%	20.00%
Acknowledge Addenda		Yes	No	Yes	Yes	Yes	Yes
No Bid		Belford Electric	DCD Services, LLC	Alturdyne International	Easter-Owens	Fuel Cell Store	Cable Organizer
		National Catastrophe Restoration, Inc.				Norwall Power Systems	

On the recommendation of Kristen McGovern, on behalf of Facilities Maintenance, Linda Kizzire moved to **accept the low bid from Foley Equipment Company at the rates listed and establish contract pricing for (1) one year with (4) four (1) one year options to renew.** Tim Myers seconded the motion. The motion passed unanimously.

This contract will provide on-call services and preventive maintenance on all generators currently maintained by the Facilities Department. Foley Equipment Company held the last contract with the county for these services.

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Questions and Answers

Tim Myers: How is this contract in relation to the previous contract? Is it more expensive?

Kristen McGovern: No. I have those figures. Every item listed on the recommendation has a significantly lower price for this new contract. We spent approximately \$75,000.00 last year on this contract.

Tom Stolz: It looks like the hourly rate for service calls is \$147.00 for Foley. If I stay in the Foley line, it looks like there are 17 different generators. Tell me the significance of that under Foley. Like on item #1 on West Street, what does that mean?

Kristen McGovern: The \$167.38? That is what they are going to charge for that particular generator to go out there and do the preventive maintenance.

Tom Stolz: At the rate of \$147.00 an hour?

Kristen McGovern: No. The rate is listed next to each individual generator. That is strictly for the maintenance on the generator. The rates listed below under the on-call services is when they have an issue if it's broke.

Tom Stolz: How many times are we using service calls?

Pat Masterson: Service calls are dependent if there are any issues with the generators. It's just on an emergency needed basis.

Tom Stolz: How many times do we do that in a year?

Pat Masterson: It depends. Some facilities, zero. Depending on the issue, we could have them out several times.

Tom Stolz: If you look at Foley, they are considerably less expensive on the maintenance per item but they are considerably more expensive on the service calls. To me, this looks like the right deal for the county on Foley unless we get into a ton of service calls and then it could flip.

Pat Masterson: Foley is a proprietary Caterpillar service company. All of the contractors can work on Caterpillars but there has been instances with other companies that we've had in the past where they have had to turn it over to Foley because of the equipment and what is needed to service or repair it to get parts. We've used several of the companies in the past and we've had situations like that at the Public Safety Center where they had to turn it over to Foley because they could not repair.

Tom Stolz: It looks like we are running four Caterpillar generators and Foley is the only one who can work on them?

Pat Masterson: Other companies can work on them depending on what the problem is but there has been instances where they get in to certain parts of it where they may not be able to. I don't want to say the other companies cannot because that would be untrue but there have been some situations we have run into in the past where they stopped and said they need to call Foley.

Joe Thomas: Also if you notice, another advantage to Foley is they do not charge a service call, zero. They also do not charge a markup on any parts they use in the replacement. They compensate a little bit with the hourly rate for service.

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Tim Myers: Have you been extremely satisfied with the service?

Pat Masterson: Yes. Their response time is great. The technicians are very knowledgeable. We're very happy with them.

Linda Kizzire: How often do they come out and do your maintenance?

Pat Masterson: They come out once a year for each piece of equipment for just the service.

Linda Kizzire: When they do that, they make sure and run and do the oil?

Pat Masterson: Right. They do all the preventative maintenance checks on it, on all the critical parts they can determine may be a failure to prevent.