SUBJECT: CLASS 4, 5, & 6 CAB AND CHASSIS TRUCKS WITH VARIOUS BODIES

BID #: SC-0289-21

OPEN DATE: 12/02/2020

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT: SUPPLY CONTRACT – DATE OF AWARD THROUGH SEPTEMBER 30, 2021 WITH TWO (2) ONE (1) YEAR RENEWAL OPTIONS

AGENCY: FLEET MANAGEMENT DIVISION

BASIS OF AWARD: ALL OR NONE TO THE LOWEST RESPONSIVE, RESPONSIBLE BIDDER

NUMBER OF BIDS INVITED: 5 **NUMBER RECEIVED:** 2 **OTHER:** 0

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval to utilize the first of two (2) renewal options with Alan Jay Automotive Management. Period of service is from October 1, 2021 through September 30, 2022. Total revised estimated annual expenditure amount is $280,000.00 (to include increases for all items as outlined in the attached document). The total expenditure amount not to exceed $876,386.00.

Funding Source: 51103.114001.564010.000000.00000500.00000.0000000 – To be encumbered by purchase order

ATTACHMENTS: Recommendation Memo, Vendor Letter and Previous Award

This award is subject to appropriation by the City in the fiscal year beginning October 1, 2021. No funds have been appropriated to date. The City has no obligation for payment and work hereunder is not authorized unless funds are appropriated for the work herein. A written notification will be provided in the event that funds are appropriated.

ANALYST: _____
Annette Burney

RESPECTFULLY SUBMITTED: _____
GREGORY PEASE, CHIEF
PROCUREMENT DIVISION

CONCURRENCE BY: Crisencio Tongol, Chief, Fleet Management Division

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(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF GGAC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING _____ MEMBERS DISAPPROVING _____ DATE: _____

_____ _____ OTHER: _____

_____ _____

_____ _____

ACTION OF AWARDING AUTHORITY DATE _____

APPROVED _____ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

FINANCE AND ADMINSTRATION DEPARTMENT

FLEET MANAGEMENT DIVISION

Jacksonville

Where Florida Begins.

Date: September 23, 2021

To: Gregory Pease, Chief of Procurement Division

Thru: Cris Longol, Chief of Fleet Management

From: David Hylazewski, Equipment Control Administrator DH

Re: Recommendation of Approval of First (1st) renewal for SC-0289-21 Class 4, 5 &6 Cab & Chassis Trucks with Various Bodies

Fleet Management Division is requesting approval to utilize the First (1st) renewal option of SC-0289-21 Class 4, 5 & 6 Cab & Chassis Trucks with Various Bodies to Alan Jay Automotive Management. Period of Service is October 1, 2021 through September 30, 2022, with one (1) remaining renewal option. Total estimated expenditure not to exceed $280,000.00 to include increases per attached documentation. Total not to exceed amount $876,386.00.

Funding Source: 51103.114001.564010.000000.00000500.00000 to be encumbered by purchase order

2581 Commonwealth Ave. Jacksonville, FL 32254 Phone: 904.255.7499 Fax: 904.381.4607 www.coj.net

Kurtz, Sheryl

From: matt.forte@alanjay.com
Sent: Thursday, September 16, 2021 3:23 PM
To: Kurtz, Sheryl
Cc: Hylazewski, David
Subject: RE: SC-0289-21 1st renewal option
Attachments: SC-0289-21 yr2.pdf; Price increases.pdf

EXTERNAL EMAIL: This email originated from a non-COJ email address. Do not click any links or open any attachments unless you trust the sender and know the content is safe.

David,

Attached is the cost increase breakdown for SC-0289-21. I also attached some docs from GT showing the cost increases from their suppliers. Let me know if you have any questions.

Thanks,

Matt Forte
Alan Jay Automotive Management
Government Account Manager for SE
Direct (863)-402-4216
Fax (863) 402-4221
Cell (904) 505-9682
CHEVROLET BUICK GMC CADILLAC
FORD LINCOLN
CHRYSLER JEEP DODGE RAM
TOYOTA KIA NISSAN
ALFA ROMEO MASERATI

Sourcewell
Formerly NJPA
Awarded Contract

From: Kurtz, Sheryl <SKURTZ@coj.net>
Sent: Thursday, August 26, 2021 10:55 AM
To: matt.forte@alanjay.com
Cc: Christy Self <CHRISTY.SELF@ALANJAY.COM>
Subject: SC-0289-21 1st renewal option

Good Morning,

BID PROPOSAL FORM
CLASS 4, 5, & 6 CAB AND CHASSIS TRUCKS WITH VARIOUS BODIES

Group 1
Conventional Day Cab & Chassis 4 x 2 per Specifications

Item No.	Description	Unit	Qty.	YR 1 Price	YR 2 Price
1	4 x 2 Conventional Cab	Each	1	$ 45,014.00	$ 45,824.00
2	Regular Cab CA:60/WB:141"	Each	1	$ 0.00	$ 0.00
3	Regular Cab CA:84/WB:165"	Each	1	$ 228.00	$ 232.00
4	Regular Cab CA:108/WB:189"	Each	1	$ 413.00	$ 420.00
5	Regular Cab CA:120/WB:201"	Each	1	$ 600.00	$ 610.00
6	Crew Cab	Each	1	$ 4,391.00	$ 4,470.00
7	Crew Cab CA:60/WB:175"	Each	1	$ 0.00	$ 0.00
8	Crew Cab CA:84/WB:199"	Each	1	$ 194.00	$ 197.00
9	Crew Cab CA:120/WB:235"	Each	1	$ 479.00	$ 487.00
10	Class 5	Each	1	$ 444.00	$ 451.00
11	Class 6	Each	1	$ 4,841.00	$ 4,928.00
				Subtotal - Group 1:	$ 57,619.00

Group 2
Conventional Day Cab & Chassis 4 x 4 per Specifications

Item No.	Description	Unit	Qty.	YR 1 Price	YR 2 Price
1	4 x 4 Conventional Cab	Each	1	$ 47,607.00	$ 48,463.00
2	Regular Cab CA:60/WB:141"	Each	1	$ NA	$ NOT AVAILABLE
3	Regular Cab CA:84/WB:165"	Each	1	$ 0.00	$ 0.00
4	Regular Cab CA:108/WB:189"	Each	1	$ 352.00	$ 358.00
5	Regular Cab CA:120/WB:201"	Each	1	$ 498.00	$ 506.00
6	Crew Cab	Each	1	$ 4,391.00	$ 4,470.00
7	Crew Cab CA:60/WB:175"	Each	1	$ 0.00	$ 0.00
8	Crew Cab CA:84/WB:199"	Each	1	$ 278.00	$ 283.00
9	Crew Cab CA:120/WB:235"	Each	1	$ 408.00	$ 413.00
10	Class 5	Each	1	$ 747.00	$ 760.00
11	Class 6	Each	1	$ 3,991.00	$ 4,062.00
				Subtotal - Group 2:	$ 59,315.00

BID PROPOSAL FORM
CLASS 4, 5, & 6 CAB AND CHASSIS TRUCKS WITH VARIOUS BODIES

Group 3 Dump Body with Various Options per Specifications					
Item No.	Description	Unit	Qty.	YR 1 Price	YR 2 Price
1	Dump Body	Each	1	$ 11,505.00	$ 15,568.00
2	Drop Sides Dump	Each	1	$ 12,048.00	$ 16,352.00
3	Crane Sides Dump	Each	1	$ 47,079.00	$ 55,644.00
4	Utility Body	Each	1	$ 12,369.00	$ 14,277.00
5	Stake Body	Each	1	$ 8,254.00	$ 9,100.00
				Subtotal - Group 3:	$ 111,031.00

Group 4 Options					
Item No.	Description	Unit	Qty.	YR 1 Price	YR 2 Price
1	Winch: Warn Winch 15-A-2D; 15,000 lb. Capacity	Each	1	$ 6,380.00	$ 6 710 00
2	Lift Gate: Tommy Gate G2 Series; 16,000 lb. Capacity	Each	1	$ 3,823.00	$ 4,180.00
3	30" Underbody Toolbox	Each	1	$ 429.00	$ 484.00
4	Flatbed Length Options: 14' Stake Body; Requires 108" CA (additional cost included)	Each	1	$ 853.00	$ 935.00
5	Flatbed Length Options: 16' Stake Body; Requires 120" CA (additional cost included)	Each	1	$ 1,320.00	$ 1,513.00
6	Receiver Hitch Pintle Ball Combo; 2-5/16"; BH82516 @ 16,000 lbs.	Each	1	$ 547.00	$ 547.00
7	Quick Release Tailgate	Each	1	$ 130.00	$ 180.00
8	Pull Spring Rewind Tarp; Armless (included on drop sides - replacement to manual crank)	Each	1	$ 451.00	$ 451.00
9	6" Wood Side Bars; 2 per Vehicle	Each	1	$ 165.00	$ 185.00
10	4-Corner LED Package (4 lights per vehicle); Brooking PAL06-X; Color specified on PO	Each	1	$ 853.00	$ 913.00
11	Brooking L05MB-EX Mini Lighbar with single control; Color specified on PO	Each	1	$ 781.00	$ 880.00
12	Steel Storage Box: Buyers Prodcucts Co.; #BP855524B; 55" x 24" x 85"	Each	1	$ 3,916.00	$ 4,840.00
13	Mud Flaps; Non-Advertising; 2 per Vehicle	Each	1	$ 125.00	$ 155.00
				Subtotal - Group 4:	$ 21 973 00
				Total Base Bid (Groups 1 - 4):	$ 249 938 00

Bidder: ALAN JAY AUTOMOTIVE MANAGEMENT

Make & Model of Vehicle Offered: CHEVROLET SILVERADO MEDIUM DUTY 4500, 5500, 6500

KARGO MASTER

Sent: Tue, May 25, 2021 10:09 am
Subject: Kargo Master Price Increase

Good afternoon all,

As previously communicated, on June 1, 2021, we will be implementing new pricing for Kargo Master Products and it will become effective on all orders received after **5 PM Eastern Standard Time on Friday, May 28**.

We have been keeping a close eye on multiple external factors impacting our business (Steel Index and instability of material and freight costs), which is why we have delayed releasing our update. Due to all of these factors, what we thought and hoped would only be an increase of roughly 11% will in reality be closer to an average component increase of 16%-17% after we received word from our factory late last week on another cost adjustment.

In case you're not aware, Steel costs have doubled since this same time just one year ago, both in the US and overseas, so my guess is other suppliers/competitors who have already had a price increase will likely have another in the near future. We are hoping to only have a one-time adjustment, so we can be confident in quotes that contain any KM components throughout the model year. Kargo Master has made efforts to absorb these costs over the past year during these extraordinary and unprecedented times.

As costs begin to (hopefully) normalize in the next few quarters and into next year, we will reassess at that time.

Let me know if you have any questions.

DUR-A-LIFT

April 8, 2021

To: Dur-A-Lift Distributors and Customers

Good day everyone.

Effective this morning, April 8, 2021, Dur-A-Lift has initiated a 6% price increase for all new orders. Our hope in January for steel prices to peak, have been met instead with continued increases. Vendors have been passing along their increases due to raw material, supply chain interruptions, and escalating fuel prices. It is impossible for us to assume all these costs without passing some of it along. We ask all of you to recognize these are not normal times. Please be on the alert for communication from Dur-A-Lift and your many other manufacturers to stay informed.

Stay positive, stay current, and stay safe.

CRYSTEEL

Crysteel Distributor Bulletin: Steel Surcharge Update

To: Crysteel Distributors

Date: May 24, 2021

Subject: Steel Surcharge Update

Thank you for being a loyal Crysteel distributor and a valued business partner.

On March 8th, Crysteel announced a steel surcharge to account for the dramatic inflation of steel prices in 2021. Since that writing, steel prices have continued to increase surpassing the previous record high. According to the Federal Reserve Economic Data Producer Price Index for Manufactured Steel Products, the PPI has increased 30.1% in the last 12 months*.

Effective immediately, Crysteel will adjust the steel surcharge to 15% for all orders. This surcharge will appear as a line item on all quotes and sales orders. Crysteel will not apply this surcharge to existing orders, meaning we will absorb the higher steel costs for all previous orders. **All expired quotes must be resubmitted prior to order.**

It is our hope that steel pricing pressure eases and that we can reduce the surcharge as soon as possible. We are doing everything possible to control costs in other areas. Again, future pricing actions (surcharge adjustments) will be implemented as required by steel price movement, up or down. To be fair and consistent, we will follow the same process going forward in that the surcharge will be applied according to the date the order was placed, and existing orders will not be changed.

Our sole objective continues to be to provide our distribution partners with the best bodies and hoists the market has to offer. Please contact your territory manager or inside sales representative (sales@crysteel.com) for any specific questions you may have.

Thank you for being a Crysteel Distributor!

TOMMY GATE

Dear Authorized Distributor,

Due to increasing costs, all Tommy Gate liftgates, options, and repair parts will increase in price next month.

FOR ALL TOMMY GATE PRODUCTS,
THERE WILL BE A 5% PRICE INCREASE,
TO TAKE EFFECT ON MAY 1, 2021.

Thank you for your understanding as we navigate these changes and continue to provide high-quality service and products that you have come to expect from Tommy Gate.

We value your business and appreciate your continued support.

Please contact your Territory Manager or Customer Service if you have any questions or if you would like to request a digital copy of the new 2021 Tommy Gate Price List.

CLICK HERE TO REQUEST A DIGITAL COPY OF THE NEW 2021 TOMMY GATE PRICE LIST

AUTO CRANE

Announcement – Price Increase

March 1, 2021

Dear Auto Crane partners,

Thank you for your continued support during these challenging times. As the global economy recovers from the Covid-19 related downturn, high demand for steel, freight and related items outpace supply, leading rapid price escalations. While we continuously drive productivity and cost reduction initiatives, these efforts cannot overcome double digit increases in key raw materials and transportation services.

Auto Crane is announcing a price increase effective March 15, 2021 per the schedule below. Please contact your Auto Crane Regional Sales Manager if you have specific questions associated with this communication. Auto Crane will honor existing quotes in the marketplace through March 15, 2021, after which time we reserve the right to reprice outstanding quotations. Furthermore, all orders placed prior to the March 15, 2021 increase will be built with standard lead times and subject to review and approval.

Product Category	Increase
Cranes	4.5%
Truck Bodies	6%
Parts and Accessories	4.5%
Welders, Compressors, [illegible] Units	Market Price

GODWIN

Steel Surcharge
Effective 2/15/2021

Godwin MFG
Bodies - 20%
Underbody Hoists and Telescopic Hoists-20%

Goodroads
Plows/Stands/Steel Spreaders - 20%
Stainless Steel Spreaders - 10%

Champion
Underbody Hoists and Telescopic Hoists-20%
There will be no change to scissor hoists at this time due to the 100k remaining relatively stable.

Galion
Steel bodies -20%
Stainless Steel bodies - 10%
Underbody Hoists and Telescopic Hoists-20%

RS
Steel bodies -20%
Aluminum bodies - 10%
Underbody Hoists and Telescopic Hoists-20%

Williamsen
Steel bodies -20%
Stainless Steel - 10%
Underbody Hoists and Telescopic Hoists-20%

TERMS AND CONDITIONS
CLASS 4, 5, & 6 CAB AND CHASSIS TRUCKS WITH VARIOUS BODIES

1. **SCOPE**

The City of Jacksonville's Fleet Management Division is currently accepting bids to obtain a source of supply for the item(s) / service(s) as outlined in the bid documents provided. The purpose of this bid invitation is to obtain information about your firm and its ability to provide these item(s) / service(s) and to obtain pricing commitments for **Class 4, 5, & 6 Cab and Chassis Trucks with Various Bodies** as listed in the bid documents.

2. **AWARD**

Award will be **ALL OR NONE** to the lowest responsive, responsible bidder. **Bidders must bid on all items to be considered for award.** ALL awards are subject to the availability of funds.

As per Section 126.114 of the City of Jacksonville Ordinance Code, preference will be given to a responsive and responsible vendor offering American manufactured, assembled, or produced goods, and who is within 5% of the lowest responsive and responsible bidder. To receive this preference, the bidder must complete the attached Buy American Preference Compliance Certificate and attach supporting documentation and/or evidence attesting that at least 51% offered in the bid response is manufactured, assembled or produced in the United States..

- Bidder is not required to submit for the Buy American Preference. Bidders may quote items less than 51% American made but will not be eligible for the preference.
- Restrictions and exemptions may apply. Please refer to Section 126.114 for specifics.

3. **TERM OF AGREEMENT**

The term of this agreement will be from the date of award through September 30, 2021 with two (2) one (1) year renewal options. Renewal Options may be exercised at the discretion of the City based on supplier performance and adherence to the terms and condition set forth in the bid documents.

4. **MINIMUM REQUIREMENTS**

Bidders should submit or comply with the following requirements; failure to submit any of these requirements may be grounds for rejection:

a. Vendor shall provide proof of applicable local business license if located within Duval County.

5. **PRE-BID CONFERENCE**

There is no pre-bid meeting scheduled for this solicitation.

6. **STATE CONTRACTS**

The City reserves the right to utilize contracts established by the State of Florida and or other governmental agencies for item(s)/service(s) covered under this bid. The city reserves the right to cancel this contract in whole or in part for such item(s)/service(s).

7. **QUANTITIES**

Quantities indicated reflect the estimated quantities to be purchased throughout the contract period and are subject to fluctuation in accordance with actual requirements. The City reserves the right to purchase more than the estimated quantities listed or not to make any purchase against this bid if it so deems

SUBJECT: CLASS 4, 5, & 6 CAB AND CHASSIS TRUCKS WITH VARIOUS BODIES

BID #: SC-0289-21

OPEN DATE: 12/02/2020

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT: SUPPLY CONTRACT – DATE OF AWARD THROUGH SEPTEMBER 30, 2021 WITH TWO (2) ONE (1) YEAR RENEWAL OPTIONS

AGENCY: FLEET MANAGEMENT DIVISION

BASIS OF AWARD: ALL OR NONE TO THE LOWEST RESPONSIVE, RESPONSIBLE BIDDER

NUMBER OF BIDS INVITED: 5 **NUMBER RECEIVED:** 2 **OTHER:** 0

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Subject bid was opened on 12/2/20. Alan Jay Automotive Management's bid contained a $2.00 mathematical error which they have acknowledged. Recommend approval to waive the error as a minor irregularity.

Recommend approval of award to Alan Jay Automotive Management as the lowest responsive, responsible bidder. Term will be from date of award through September 30, 2021 with two (2) one (1) year renewal options. Estimated initial expenditure amount not-to-exceed $596,386.00.

Funding will be encumbered from account 51103.114001.564010.000000.00000500.00000.0000000 and executed by Purchase Order(s).

ATTACHMENTS: Recommendation Memo; Bid Tabulation; Price Correction Acknowledgement, Terms & Conditions; Specifications

ANALYST: DAVID KLAGES

RESPECTFULLY SUBMITTED: GREGORY PEASE, CHIEF PROCUREMENT DIVISION

CONCURRENCE BY: CHRIS TONGOL, FLEET MANAGEMENT ADMINISTRATOR

(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF GGAC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING 3 MEMBERS DISAPPROVING 0 DATE: 12/10/2020

OTHER:

ACTION OF AWARDING AUTHORITY DATE 12/11/20

APPROVED ✓ DISAPPROVED

OTHER

SIGNATURE OF AUTHENTICATION

Brian Hughes
Chief Administrative Officer
For Mayor Lenny Curry
Under Authority of
Executive Order No. 2019 02