SUBJECT: AIR GEAR DRYERS

BID #: SC-0369-22 **OPEN DATE: 05/11/2022**

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT:
SUPPLY CONTRACT – ONE (1) YEAR FROM DATE OF AWARD WITH ONE (1) YEAR RENEWAL OPTION

AGENCY: FIRE/RESCUE

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

NUMBER OF BIDS INVITED: 18 **NUMBER RECEIVED:** 1 **OTHER:** 0

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:

Recommend approval to utilize renewal with Ram'd Air Gear Dryer, Inc. for the purchase of Air Gear Dryers for the Jacksonville Fire and Rescue Department (POA-71866-22). Period of service is June 9, 2023 through June 8, 2024. Total estimated annual expenditure not to exceed $5,000.00. Total revised award expenditure not to exceed $192,700.00.

Recommend approval of increase for each unit from $9,385.00 to $10,068.00 (additional $683.00) for the renewal period.

Funding for this award to be encumbered by account: 11415.194094.564290.010349.000000.00000000.00000.0000000 - to be executed by Purchase Order release(s).

Attachments: Recommendation Memo, Vendor Quote, Previous Award

Analyst: OLIVE WALLACE-COHEN **RESPECTFULLY SUBMITTED:** DUSTIN FREEMAN, CHIEF PROCUREMENT DIVISION

CONCURRENCE BY: KEITH POWERS, DIRECTOR/FIRE CHIEF

(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 _____

FIRE AND RESCUE DEPARTMENT

May 23, 2023

TO: Dustin Freeman, Chief of Procurement

FROM: Keith Powers, Director/Fire Chief

RE: SC-0369-22 AIR GEAR DRYERS

The Jacksonville Fire and Rescue Department (JFRD) is requesting to exercise the final renewal option with Ram's Gear Dryer, Inc., for subject bid and increasing the award by $5,000.00 for the service period beginning 6/9/2023 through 6/8/2024.

The revised total maximum indebtedness to the City will be $192,700.00, to be executed by Change Order to POA-71866-22.

Funding Source: 11415.194094.564290.010349.000000.00000.0000000

If you have any questions, please contact Dan Pearson at (904) 255-3265.

KP/dp

Pearson, Daniel

From: Kellen Gurniak <kellen@ramairgeardryer.com>
Sent: Tuesday, May 23, 2023 10:03 PM
To: Kodatt, Benjamin; Pearson, Daniel
Subject: RE: JFRD Dryers

Categories: RESPOND

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.

Hello Dan & Captain Kodatt,

Here is what I can propose for you-

1) To maintain the awarded contract price for 1 year from June 10th, 2022, all purchase orders received on or before June 10th 2023, shall have the purchase price of $9,385.00 per dryer.

2) For the 1 year renewal period beginning on June 11th 2023 and ending on June 11th 2024, we request to escalate the purchase price to $10,068.00 per dryer.

Please let me know if you have questions and how you would like to proceed. If there is more documentation needed from Ram Air Gear Dryer for the requested price increase, I can put together a file for submission.

Respectfully,

Kellen Gurniak
Director of Sales & Marketing
888-393-3379 ext 8
www.ramairgeardryer.com

From: Kodatt, Benjamin <BDKodatt@coj.net>
Sent: Tuesday, May 23, 2023 5:39 PM
To: Kellen Gurniak <kellen@ramairgeardryer.com>; Pearson, Daniel <Pearson@coj.net>
Subject: Re: JFRD Dryers

Dan, this would had been setup when Gene was in my position. Do you have that information?

Get Outlook for iOS

From: Kellen Gurniak <kellen@ramairgeardryer.com>
Sent: Tuesday, May 23, 2023 5:12:49 PM
To: Kodatt, Benjamin <BDKodatt@coj.net>; Pearson, Daniel <Pearson@coj.net>
Subject: RE: JFRD Dryers

Dan Pearson
Payroll & Procurement Manager
Jacksonville Fire and Rescue
904-255-3265

From: Kellen Gurniak <kellen@ramairgeardryer.com>
Sent: Friday, May 12, 2023 10:19 AM
To: Kodatt, Benjamin <BDKodatt@coj.net>; Pearson, Daniel <Pearson@coj.net>
Subject: RE: JFRD Dryers

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.

Good morning gentlemen,

We are good to proceed with the awarded price of $9,385.00 per dryer from June 10th of 2022. Will you be able to submit a PO for the remaining 9 dryers prior to that? The contract option for a second year is going to difficult for us at that price, so it would be ideal if we could get them shipped ASAP.

I'll wait to hear from you on the plan and thank you again for your support!

Respectfully,

Kellen Gurniak
Manager – Sales & Service
888-393-3379 ext 8
www.ramairgeardryer.com

From: Kellen Gurniak <kellen@ramairgeardryer.com>
Sent: Thursday, May 11, 2023 8:29 PM
To: 'Kodatt, Benjamin' <BDKodatt@coj.net>; 'pearson@coj.net' <pearson@coj.net>
Subject: RE: JFRD Dryers

Hi Captain Kodatt and Mr. Pearson,

I apologize for the delay, during the craziness of the tradeshows the past two weeks, I hastily emailed you from my personal gmail account and that account gets filled daily with promotions from all over so I missed your response back to that account.

With respect to the first question, the open PO's from earlier in 2023, we have 656411-23 & 656410-23, awaiting a third PO so we can ship all 3 at once.

With respect to the outstanding units from last year, I am working on the freight quotations right now to see if we can maintain that price and will have an answer tomorrow by mid day.

Again I apologize for the delay, if ever you don't hear a response from me in 24 hours, it means something odd has happened!

Respectfully,

SUBJECT: AIR GEAR DRYERS

BID #: SC-0369-22 **OPEN DATE:** 05/11/2022

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT:
SUPPLY CONTRACT – ONE (1) YEAR FROM DATE OF AWARD WITH ONE (1) YEAR RENEWAL OPTION

AGENCY: FIRE/RESCUE

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

NUMBER OF BIDS INVITED: 18 **NUMBER RECEIVED:** 1 **OTHER:** 0

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:

Recommend approval of award to Ram'd Air Gear Dryer, Inc. as the lowest responsive responsible bidder for the purchase of Air Gear Dryers for the Jacksonville Fire and Rescue Department. Period of service is for one (1) year from date of award with one (1) one (1) year renewal option. Total estimated annual expenditure not to exceed $187,700 00.

Funding for this award to be encumbered by account: 11415.194094.564290.010349 000000 00000000 00000 0000000 - to be executed by Purchase Order release(s).

Attachments: Recommendation Memo, Tabulation Sheet, Terms and Conditions, Specifications

Analyst: Olive Wallace-Cohen **RESPECTFULLY SUBMITTED:**
OLIVE WALLACE-COHEN
GREGORY PEASE, CHIEF
PROCUREMENT DIVISION

CONCURRENCE BY: KEITH POWERS, DIRECTOR/FIRE CHIEF

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

MEMBERS APPROVING 3 MEMBERS DISAPPROVING 0 DATE 6/9/2022

OTHER

ACTION OF AWARDING AUTHORITY DATE 6/10/2022

APPROVED ✓ DISAPPROVED

OTHER

SIGNATURE OF AUTHENTICATION