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SUBJECT: MARINE FIRE FIGHTING AND RESCUE VESSEL - REBID

BID #: SC-0375-23 **OPEN DATE: 05/24/2023**

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT:
SUPPLY CONTRACT - THREE (3) YEARS FROM DATE OF AWARD WITH TWO (2) ONE (1) YEAR RENEWAL OPTIONS

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:

Reference bid was approved for negotiation with Metalcraft Marine US, Inc., as the sole responsive, responsible bidder on 6/15/2023 due to budgetary constraints.

As a result of direct negotiations, various items were identified and deleted and/or reduced in the amount of $33,383.86. Recommend approval of award to Metalcraft Marine US, Inc. for a new revised not to exceed amount of $553,532.14.

Attachments: Recommendation Memo, Vendor Email, 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

July 12, 2023

TO: Dustin Freeman, Chief of Procurement

FROM: Keith Powers, Director/Fire Chief

RE: SC-0375-23 MARINE FIRE FIGHTING AND RESCUE VESSEL – REBID

Pursuant to prior award dated June 16, 2023, the Jacksonville Fire and Rescue Department (JFRD) was authorized to contact the one received bid response for subject bid in attempt to negotiate an amended bid price in efforts to award this project within the allocated budget. Metalcraft Marine US, Inc. submitted a bid price of $586,916.00 that exceeds the allocated budget for this project of $554,500.00, leaving a $32,416.00 deficit.

As a direct result of the negotiations, the below items have been identified in reducing the scope:

- Reduce the number of on-site inspection visits from three to two, the pre-construction meeting will be held here in Jacksonville, and reduce the number of personnel attending each visit from 6pp to 3pp: **$24,257.31**
- Delete decal package: **$2,100.00**
- Delete the below listed following equipment: **$7,026.55**
  - MSA Altair Multi-gas Meter – $3,119.92
  - Rad Detector LKJ – $265.53
  - Draeger Haz Mat Chem detection - $2,881.08
  - Biological detector – $380.01
  - Chem detection kit – $380.01

Sum of the total savings realized: **$33,383.86.**

Request is being made to award Metalcraft Marine US, Inc. for a new revised bid price not-to-exceed **$553,532.14** to be executed by PO.

Funding Source: 10601.125001.564010.001481.000000.00000.0000000

Your consideration to this matter is greatly appreciated and if there are questions, please contact Dan Pearson at (904) 255-3265.

KP/dp

Pearson, Daniel

From: Jay Milner <jay.m@metalcraftmarine.com>
Sent: Wednesday, July 12, 2023 2:34 PM
To: Pearson, Daniel
Cc: Reichard, Richard
Subject: RE: SC-0375-23 - NEGOTIATION AWARD - Marine Firefighting and Rescue Vessel - RE-BID

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.

Hi Dan,

OK, I worked backwards from your difference on the second go-around. Yes our second bid was 586,916.00 and so knocking the $33,383.86 off it would be $553,532.14.

Cheers,

Jay Milner
Project Manager/Sales
MetalCraft Marine Inc.
347 Wellington St.
Kingston, Ontario
K7K 6N7
Canada
O 1-613-542-1810 Ext 1024
C 1-613-536-8315
www.metalcraftmarine.com

From: Pearson, Daniel <Pearson@coj.net>
Sent: Wednesday, July 12, 2023 2:20 PM
To: Jay Milner <jay.m@metalcraftmarine.com>
Cc: Reichard, Richard <Reichard@coj.net>
Subject: RE: SC-0375-23 - NEGOTIATION AWARD - Marine Firefighting and Rescue Vessel - RE-BID

Thanks Jay but your submitted bid price for the re-bid was $586,916.00 with a reduction of $33,383.86 for an amended bid price of $553,532.14. Again please provide your concurrence to these amounts. Please give me a call if you have any questions...

Thanks

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

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SUBJECT: MARINE FIRE FIGHTING AND RESCUE VESSEL - REBID

BID #: SC-0375-23 **OPEN DATE: 05/24/2023**

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT:
SUPPLY CONTRACT - THREE (3) YEARS FROM DATE OF AWARD WITH TWO (2) ONE (1) YEAR RENEWAL OPTIONS

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:

Reference bid was previously received on 3/8/23 but the sole bid had to be rejected because it exceeded Agency budget.

A re-bid was subsequently done and only one (1) bid was received from Metalcraft Marine US, Inc., the same vendor who submitted the bid referenced above. A bid price of $586,916.00 was submitted which exceeded the allocated budget for this project of $554,500.00, a deficit of $32,416.00.

Recommend approval to open communications/negotiate with Metalcraft Marine US, Inc., and review their bid submittal against the bid's scope of work to identify any potential area(s) that the scope could be reduced for a negotiated revised bid price.

Findings from these negotiations would be outlined and presented to the committee for review and final approval.

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

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

CONCURRENCE BY: KEITH POWERS, DIVISION CHIEF OF OPERATIONS

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

MEMBERS APPROVING 3 MEMBERS DISAPPROVING 0 DATE: 6/15/2023

OTHER:

ACTION OF AWARDING AUTHORITY DATE 6/16/23

APPROVED ✓ DISAPPROVED

OTHER

SIGNATURE OF AUTHENTICATION

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

TITLE: MARINE FIRE FIGHTING AND RESCUE VESSEL - REBID

BID NO: SC-0375-23

OPEN DATE: 05/24/23

ANALYST: Olive Wallace-Cohen

NO. INVITED: (18) No. Received: (1) No Bids: (0)

RECORDED BY: MELISSA PIERCE

ANNOUNCER: MARILYN LAIDLER

METALCRAFT MARINE US, INC.

ITEM #		DESCRIPTION	QTY	UOM	PRICE
1		Marine Fire Fighting and Rescue Vessel (per bid specifications)	1	EA	$ 586,916.00
		TOTAL BID PRICE			**$ 586,916.00**

		Insurance Acknowledgement			
		Delivery			TBD
		Buy American Preference			✓
		Federal Forms B through H			B THROUGH H
		Conflict of Interest:			✓
		Addendums ( ):			N/A