



Open Session Item

**SUBJECT: Bid Award (PUR-1342) Fire Service Performance Testing / Inspection of Fire Hoses, Fire Pumps, Ground Ladders, and Aerial Devices**

**PRESENTATION DATE:** May 9, 2017

**PRESENTATION BY:** Karen R. Luther, CPPO - Director of Purchasing and David Hays, Director – Division of Emergency Services and/or Samuel A. Anderson, Emergency Planner, and/or Jonathan D. Hart, Assistant Director – Fire Services, Division of Emergency Services

**RECOMMENDED MOTION:** Move to award the contract(s) for Fire Service Performance Testing / Inspection of Fire Hoses, Fire Pumps, Ground Ladders, and Aerial Devices to the responsive, responsible bidders based on Option No. 2 totaling \$46,193.90 as follows:

<u>Option No.</u>	<u>Vendor</u>	<u>Total Sum Bid Price for Group</u>
Option 2A	<b>Fail Safe Testing</b> Manalapan, NJ	<b>\$10,800.00</b>
Option 2B & 2C	<b>Waterways of Southwest, PA</b> Bethel Park, PA	<b>\$28,440.00 (2B)</b> <b>\$3,778.90 (2C)</b>
Option 2D	<b>Diversified Inspections/ITL, Inc.</b> Phoenix, AZ	<b>\$3,175.00</b>

**REPORT-IN-BRIEF:** On March 14, 2017 the County issued an Invitation to Bid (ITB) for the subject services. A total of five (5) bids were received. The bid contained two (2) award options: Award for either **Option No. 1**, the lowest Total Sum Bid for all services or for **Option No. 2** to award multiple contracts to the responsive, responsible Bidder(s) who submit(s) the lowest Total Sum Bid Price for each service group (Group 2A, Group 2B, Group 2C, and Group 2D). It is the County's intent to issue a purchase order (which shall serve as Notice to Proceed) for any awarded contract(s) on July 1, 2017 based on whichever Option was most advantageous to the County. If Option No. 1 was awarded, it was to be an "all or nothing" award. If contracts were awarded under Option No. 2, they were to be based on "all or nothing" for each Group.

The contract period is tentatively to begin July 1, 2017, with an option by the County to renew for up to two (2) additional consecutive one (1) year periods, subject to notice given by the County at least sixty (60) calendar days in advance of each period's expiration date. If the bidder wishes to renew the contract, he/she must submit a letter of intent to the Director of Purchasing at the location designated herein at least ninety (90) calendar days prior to the expiration of each contract period. The County reserves the right to accept or reject any request for renewal and

any increase in unit cost for an inspection/testing. All other terms and conditions shall remain unchanged.

The Invitation to Bid was published in the local newspaper, on the County web site, and on the State of Maryland's "eMaryland Marketplace" web site. Twenty (20) persons/companies registered/downloaded the bid document on-line. There were two (2) companies represented at the scheduled pre-bid conference.

**DISCUSSION:** N/A

**FISCAL IMPACT:** Funds in the amount of \$98,500 were requested in the Fire Operations FY'18 budget (Account 515270-10-11525) for these services. Remaining budgeted funds are for the testing/certification of other necessary equipment.

**CONCURRENCES:** Director of the Division of Emergency Services

**ALTERNATIVES:** N/A

**ATTACHMENTS:** Bid Tabulation

**AUDIO/VISUAL NEEDS:** N/A

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**Fire Service Performance Testing / Inspection**

<b>OPTION NO. 1 - Single Award for All Services</b>				<b>Fail Safe Testing Manalapan, NJ</b>		<b>FireOne, Inc. Drexel Hill, PA</b>		<b>Waterways of Southwest, PA Bethel Park, PA</b>	
<b>Item No.</b>	<b>Description</b>	<b>Unit of Measure</b>	<b>Quantity</b>	<b>Unit Price/Each</b>	<b>Total Price</b>	<b>Unit Price/Each</b>	<b>Total Price</b>	<b>Unit Price/Each</b>	<b>Total Price</b>
1	Fire Pump Testing	EA	48	\$225.00	\$10,800.00	\$250.00	\$12,000.00	\$300.00	\$14,400.00
2	Hose Testing – Diameter 1-1/2 – 2”	LF	60,000	\$0.18	\$10,800.00	\$0.225	\$13,500.00	\$0.18	\$10,800.00
3	Hose Testing – Diameter 2-1/2 – 3”	LF	34,000	\$0.18	\$6,120.00	\$0.225	\$7,650.00	\$0.18	\$6,120.00
4	Hose Testing – Diameter 4 – 5”	LF	64,000	\$0.18	\$11,520.00	\$0.225	\$14,400.00	\$0.18	\$11,520.00
5	Ground Ladder Testing – 10’ Folding (Attic)	EA	42	\$34.00	\$1,428.00	\$20.00	\$840.00	\$11.50	\$483.00
6	Straight Ladders Testing (12’ – 20’)	EA	53	\$34.00	\$1,802.00	\$30.00	\$1,590.00	\$23.00	\$1,219.00
7	Extension Ladders Testing (16’ – 28’)	EA	42	\$34.00	\$1,428.00	\$40.00	\$1,680.00	\$32.20	\$1,352.40
8	Extension Ladders (30’ – 45’)	EA	14	\$34.00	\$476.00	\$45.00	\$630.00	\$51.75	\$724.50
9	Aerial Device Testing – 75’ Ladders	EA	2	\$600.00	\$1,200.00	\$750.00	\$1,500.00	\$725.00	\$1,450.00
10	Aerial Device Testing – 105’ Skyarm	EA	1	\$600.00	\$600.00	\$820.00	\$820.00	\$725.00	\$725.00
11	Ladder truck / 5-Year Non-Destructive Test	EA	1	No Bid	\$0.00	\$900.00	\$900.00	\$950.00	\$950.00
<b>TOTAL SUM BID PRICE</b> <i>(Item Nos. 1 through 11)</i>				<b>\$46,174.00</b>		<b>\$55,510.00</b>		<b>\$49,743.90</b>	

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**Fire Service Performance Testing / Inspection**

<b>OPTION NO. 2 - Total of Four (4) Awards – One (1) for Each Service Group (per Addendum No. 1)</b>					<b>Fail Safe Testing Manalapan, NJ</b>		<b>FireOne, Inc. Drexel Hill, PA</b>		<b>Waterways of Southwest, PA Bethel Park, PA</b>	
<b>Group</b>	<b>Item No.</b>	<b>Description</b>	<b>Unit of Measure</b>	<b>Quantity</b>	<b>Unit Price/Each</b>	<b>Total Price</b>	<b>Unit Price/Each</b>	<b>Total Price</b>	<b>Unit Price/Each</b>	<b>Total Price</b>
<b>2A</b>	1	Fire Pump Testing	EA	48	\$225.00	\$10,800.00	\$260.00	\$12,480.00	\$300.00	\$14,400.00
<b>TOTAL SUM BID PRICE FOR GROUP 2A</b> <i>(Item No. 1)</i>					<b>\$10,800.00</b>		<b>\$12,480.00</b>		<b>\$14,400.00</b>	
<b>2B</b>	2	Hose Testing – Diameter 1-1/2 – 2”	LF	60,000	\$0.19	\$11,400.00	\$0.23	\$13,800.00	\$0.18	\$10,800.00
	3	Hose Testing – Diameter 2-1/2 – 3”	LF	34,000	\$0.19	\$6,460.00	\$0.23	\$7,820.00	\$0.18	\$6,120.00
	4	Hose Testing – Diameter 4 – 5”	LF	64,000	\$0.19	\$12,160.00	\$0.23	\$14,720.00	\$0.18	\$11,520.00
<b>TOTAL SUM BID PRICE FOR GROUP 2B</b> <i>(Item Nos. 2 through 4)</i>					<b>\$30,020.00</b>		<b>\$36,340.00</b>		<b>\$28,440.00</b>	
<b>2C</b>	5	Ground Ladder Testing – 10’ Folding (Attic)	EA	42	\$34.00	\$1,428.00	\$20.00	\$840.00	\$11.50	\$483.00
	6	Straight Ladders Testing (12’ – 20’)	EA	53	\$34.00	\$1,802.00	\$30.00	\$1,590.00	\$23.00	\$1,219.00
	7	Extension Ladders Testing (16’ – 28’)	EA	42	\$34.00	\$1,428.00	\$40.00	\$1,680.00	\$32.20	\$1,352.40
	8	Extension Ladders (30’ – 45’)	EA	14	\$34.00	\$476.00	\$45.00	\$630.00	\$51.75	\$724.50
<b>TOTAL SUM BID PRICE FOR GROUP 2C</b> <i>(Item Nos. 5 through 8)</i>					<b>\$5,134.00</b>		<b>\$4,740.00</b>		<b>\$3,778.90</b> *	
<b>2D</b>	9	Aerial Device Testing – 75’ Ladders	EA	2	\$600.00	\$1,200.00	\$765.00	\$1,530.00	No Bid	\$0.00
	10	Aerial Device Testing – 105’ Skyarm	EA	1	\$600.00	\$600.00	\$820.00	\$820.00	No Bid	\$0.00
	11	Ladder truck / 5-Year Non-Destructive Test	EA	1	No Bid	\$0.00	\$900.00	\$900.00	No Bid	\$0.00
<b>TOTAL SUM BID PRICE FOR GROUP 2D</b> <i>(Item Nos. 9 through 11)</i>					<b>\$1,800.00</b>		<b>\$3,250.00</b>		<b>\$0.00</b>	

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**Remarks / Exceptions:**

- FailSafe -**      **Option 1** - Heat Sensor Labels are \$2.50 each and those are as needed. We will only replaced if they are expired or exposed to heat.  
                         **Option 2** - Heat Sensor Labels are an additional \$2.50 cost per sticker and will be replaced as needed. We are not doing NDT Testing in your area this year.
- FireOne, Inc. -**   **Option 1** - Ground ladder testing includes heat sensor replacement and safety label replacement as needed at no additional cost. Halyards can be replaced for \$25 per extension ladder.  
                         **Option 2** - Ground ladder testing includes heat sensor replacement and safety label replacement as noted at no additional cost. Halyards can be replaced for \$25 per extension ladder.
- Waterways -**     **Option 1** - If awarded fire pump testing, hose testing and ground ladder testing would be completed at the same time. We can test up to 22,000 Ft. of hose per day. Aerial testing would be completed by the end of 2017.  
                         **Option 2** - Fire pump testing, hose testing and ground ladder testing would be all completed at the time or any combination.  
                         \***Option 2C** - Corrected calculation based on Total Price Item Nos. 5+6+7+8
- Diversified -**    **Option 2** - ITEM NO. 3 - Diversified Inspections' Inspectors in this region do not have CDL's. In accordance to FMCSA Part 383.3, a CDL is not required when a vehicle is operated by a mechanic, shop help or occasional driver, unless driven on a public highway. It is our intention to perform all testing onsite.

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Fire Service Performance Testing / Inspection

OPTION NO. 1 - Single Award for All Services				Maintenance Unlimited Fire Services Harrisburg, PA		Diversified Inspections/ ITL, Inc. Phoenix, AZ	
Item No.	Description	Unit of Measure	Quantity	Unit Price/Each	Total Price	Unit Price/Each	Total Price
1	Fire Pump Testing	EA	48	\$325.00	\$15,600.00	No Bid	\$0.00
2	Hose Testing – Diameter 1-1/2 – 2”	LF	60,000	\$0.26	\$15,600.00	No Bid	\$0.00
3	Hose Testing – Diameter 2-1/2 – 3”	LF	34,000	\$0.26	\$8,840.00	No Bid	\$0.00
4	Hose Testing – Diameter 4 – 5”	LF	64,000	\$0.26	\$16,640.00	No Bid	\$0.00
5	Ground Ladder Testing – 10’ Folding (Attic)	EA	42	\$45.00	\$1,890.00	No Bid	\$0.00
6	Straight Ladders Testing (12’ – 20’)	EA	53	\$45.00	\$2,385.00	No Bid	\$0.00
7	Extension Ladders Testing (16’ – 28’)	EA	42	\$45.00	\$1,890.00	No Bid	\$0.00
8	Extension Ladders (30’ – 45’)	EA	14	\$45.00	\$630.00	No Bid	\$0.00
9	Aerial Device Testing – 75’ Ladders	EA	2	\$1,295.00	\$2,590.00	No Bid	\$0.00
10	Aerial Device Testing – 105’ Skyarm	EA	1	\$1,295.00	\$1,295.00	No Bid	\$0.00
11	Ladder truck / 5-Year Non-Destructive Test	EA	1	\$1,295.00	\$1,295.00	No Bid	\$0.00
<b>TOTAL SUM BID PRICE</b> <i>(Item Nos. 1 through 11)</i>				<b>\$68,655.00</b>		<b>\$0.00</b>	

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Fire Service Performance Testing / Inspection

OPTION NO. 2 - Total of Four (4) Awards – One (1) for Each Service Group (per Addendum No. 1)					Maintenance Unlimited Fire Services Harrisburg, PA		Diversified Inspections/ ITL, Inc. Phoenix, AZ	
Group	Item No.	Description	Unit of Measure	Quantity	Unit Price/Each	Total Price	Unit Price/Each	Total Price
2A	1	Fire Pump Testing	EA	48	\$350.00	\$16,800.00	No Bid	\$0.00
<b>TOTAL SUM BID PRICE FOR GROUP 2A</b> <i>(Item No. 1)</i>					<b>\$16,800.00</b>		<b>\$0.00</b>	
2B	2	Hose Testing – Diameter 1-1/2 – 2”	LF	60,000	\$0.27	\$16,200.00	No Bid	\$0.00
	3	Hose Testing – Diameter 2-1/2 – 3”	LF	34,000	\$0.27	\$9,180.00	No Bid	\$0.00
	4	Hose Testing – Diameter 4 – 5”	LF	64,000	\$0.27	\$17,280.00	No Bid	\$0.00
<b>TOTAL SUM BID PRICE FOR GROUP 2B</b> <i>(Item Nos. 2 through 4)</i>					<b>\$42,660.00</b>		<b>\$0.00</b>	
2C	5	Ground Ladder Testing – 10’ Folding (Attic)	EA	42	No Bid	\$0.00	\$40.00	\$1,680.00
	6	Straight Ladders Testing (12’ – 20’)	EA	53	No Bid	\$0.00	\$40.00	\$2,120.00
	7	Extension Ladders Testing (16’ – 28’)	EA	42	No Bid	\$0.00	\$40.00	\$1,680.00
	8	Extension Ladders (30’ – 45’)	EA	14	No Bid	\$0.00	\$40.00	\$560.00
<b>TOTAL SUM BID PRICE FOR GROUP 2C</b> <i>(Item Nos. 5 through 8)</i>					<b>\$0.00</b>		<b>\$6,040.00</b>	
2D	9	Aerial Device Testing – 75’ Ladders	EA	2	No Bid	\$0.00	\$775.00	\$1,550.00
	10	Aerial Device Testing – 105’ Skyarm	EA	1	No Bid	\$0.00	\$775.00	\$775.00
	11	Ladder truck / 5-Year Non-Destructive Test	EA	1	No Bid	\$0.00	\$850.00	\$850.00
<b>TOTAL SUM BID PRICE FOR GROUP 2D</b> <i>(Item Nos. 9 through 11)</i>					<b>\$0.00</b>		<b>\$3,175.00</b>	