



Agenda Report Form

Open Session Item

SUBJECT: Contract Award (PUR-1514) Industrial Equipment Lease/Purchase & Trade-in for Various County Departments.

PRESENTATION DATE: November 30, 2021

PRESENTATION BY: Brandi Naugle, CPPB, Buyer - Purchasing Department; Zane Rowe, Deputy Director, Washington County Highway Department; Jack Reynard, Fleet Manager, Highway Department; Mark Bradshaw, P.E., Division Director, Environmental Management; Danny Hixon, Deputy Director, Parks and Facilities Department

RECOMMENDED MOTION: Move to award the bid to the responsive, responsible bidder with the lowest bid as indicated below and contingent upon approval of the final Lease Agreements by the County Attorney's Office.

<u>Equipment</u>	<u>Vendor</u>	<u>Bid Amount</u>
Item # 1A- Three (3) Diesel Engine, Backhoe/Front End Loaders, With Thumb, w/o radial tires (Highway)	Jesco, Inc. South Plain, NJ.	*Annual Lease Payment for 5 Years \$ 43,863.51 / Yr.
Item # 1B- Two (2) Diesel Engine, Backhoe/Front End Loaders, With Thumb, with radial tires (Highway)	Jesco, Inc. South Plain, NJ.	*Annual Lease Payment for 5 Years \$ 30,206.82 / Yr.
Item # 1C- One (1) Diesel Engine, Backhoe/Front End Loaders, w/o Thumb, w/o radial tires (Highway)	Jesco, Inc. South Plain, NJ.	*Annual Lease Payment for 5 Years \$ 16,930.62 / Yr.
Item #2A - Five (5) Diesel Engine, Rubber Tired Wheel Loaders, w/o Henke Dozer Blade, with third function hydraulics (Highway)	Jesco, Inc. South Plain, NJ.	*Annual Lease Payment for 5 Years \$ 92,711.39 / Yr.

Item #2B - One (1) Diesel Engine, Rubber Tired Wheel Loaders, with Henke Dozer Blade, with third function hydraulics (Highway)	Jesco, Inc. South Plain, NJ.	*Annual Lease Payment for 5 Years \$21,698.96 / Yr.
Item #3 – Two (2) Diesel Engine, Mini Hydraulic Excavators (Highway)	Carter Machinery Baltimore, Md	*Annual Lease Payment for 5 Years \$73,288.00 /Each
Item #4 - One (1) Diesel Engine, Backhoe/Front End Loaders (Parks & Facilities)	Jesco, Inc. South Plain, NJ	*Annual Lease Payment for 5 Years \$14,601.21 / Yr.
Item # 5 – One (1) Multi Terrain Loader (Parks & Facilities)	Carter Machinery Baltimore, MD	*Annual Lease Payment for 5 Years \$ 10,840.00 / Yr.
Item # 6 – One (1) Diesel Engine Backhoe/Front End Loader (Water Quality)	Jesco, Inc. South Plain, NJ	*Annual Lease Payment for 5 Years \$ 15,588.35 / Yr.

***Includes trade-in of used equipment**

REPORT-IN-BRIEF: On September 22, 2021 the County accepted the Industrial Equipment (Lease/Purchase & Trade-in) bids for Various Washington County Departments. Notice of the Invitation to Bid (ITB) was published in the local newspaper and was listed on the State of Maryland’s “*eMaryland Marketplace Advantage*” web site and on the County’s web site. Eighteen (18) persons/companies registered/downloaded the bid document on-line. Two (2) vendors were represented at the pre-bid conference and two (2) bids were received. The County initiated this Lease/Purchase program for equipment in 1996. The County’s replacement guidelines for loaders, backhoes, etc. recommends a five (5) year cycle.

DISCUSSION: N/A

FISCAL IMPACT: Funds are in various accounts within each department’s budget for the first year’s lease payment.

CONCURRENCES: Division Director

ALTERNATIVES: N/A

ATTACHMENTS: Bid Matrix Tabulation

AUDIO/VISUAL NEEDS: N/A