



Price Analysis

Solicitation No. OPN2117226B1
 Solicitation Title: Air Hose Trolley System for PC Air Units
 Agency: Broward County Aviation Department
 Purchasing Agent: Angela Brown

		Independent Cost	Keyrolo, LLC d/b/a Begus online, LLC	Verde GSE, Inc.	Airport And Commercial Equipment Suppliers Inc., d/b/a A.C.E.S., Inc.	Thermo Air, Inc.	The Tools Man, Inc. d/b/a The Tools Man Industrial Supply	Amos Supply, Inc.
Item #	Item	Estimate	Price	Price	Price	Price	Price	Price
1	Air Hose Trolley System for PC Units	\$649,440	\$85,932.00 Rejected	\$503,184.00 Rejected	\$527,868.00 Award	\$547,800.00	\$563,442.00	\$572,154.00



Finance and Administrative Services Department
PURCHASING DIVISION

115 S. Andrews Avenue, Room 212 • Fort Lauderdale, Florida 33301 • 954-357-6066 • FAX 954-357-8535

M E M O R A N D U M

DATE: December 21, 2018

TO: Brenda J. Billingsley, Director of Purchasing

FROM: Christine C. Calhoun, Purchasing Manager CHRISTINE CALHOUN Digitally signed by CHRISTINE CALHOUN
DN: cn=Christine Calhoun, o=Broward County, ou=Finance and Administrative Services Department, email=ccalhoun@broward.org, c=US

SUBJECT: Price Analysis - Bid No. OPN2117226B1, Air Hose Trolley System for PC Air Units

The Aviation Maintenance Division provided an initial estimate for this commodity purchase of \$649,440. Although this type of hose trolley system has not been previously purchased by the Aviation Maintenance Division, the estimated purchase price was based on an informal quote from Page Industries; a recognized manufacturer of airport ground support equipment.

A review of the electronic bidding system, BidSync, indicates this commodity has not recently been solicited through a competitive bidding process. The Purchasing Agent contacted Miami-Dade County directly to confirm if they had previously purchased this type of trolley system; they had not.

Six bidders responded to Broward County's competitive procurement Bid No. OPN2117226B1, Air Hose Trolley System for PC Air Units. The recommended bidder, Airport & Commercial Equipment Suppliers, Inc., submitted a bid price of \$527,868; a 23% reduction from the estimated purchase price of \$649,440.

As there is no historical purchase information, the price analysis compared the competitive prices to the initial estimate of \$649,440. Additionally, the Purchasing Agent reviewed the Producer Price Index (PPI) for Iron and Steel Pipe and Tube Manufacturing... The PPI indicates a 25% increase as compared to the previous year for the major commodity/component (stainless steel) used in this trolley system.

PPI Industry Data

Series Id: PCU33121-33121-
Series Title: PPI industry data for Iron & steel pipe and tube mfg from purchase
Industry: Iron & steel pipe and tube mfg from purchased steel
Product: Iron & steel pipe and tube mfg from purchased steel
Base Date: 200312

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Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2008	170.2	176.1	186.0	197.2	207.9	218.9	223.0	225.8	227.7	228.8	214.1	203.0
2009	182.8	177.4	172.9	161.6	158.1	152.2	153.2	157.3	164.1	166.1	164.8	166.2
2010	170.8	174.7	185.0	190.0	195.7	196.1	196.1	194.4	197.1	196.0	194.6	196.7
2011	202.6	214.8	223.2	228.3	226.4	223.6	221.2	220.9	221.9	221.5	221.5	221.2
2012	223.6	227.3	225.8	226.2	224.1	221.5	216.0	214.9	215.0	212.9	214.1	215.8
2013	211.7	208.6	207.1	206.4	204.2	203.1	204.8	206.3	206.8	205.6	206.0	206.5
2014	207.7	207.7	205.5	205.8	206.1	208.3	205.3	206.0	205.7	205.6	204.0	203.9
2015	202.9	197.0	192.3	185.9	181.5	180.8	180.8	177.4	175.1	170.3	167.8	166.1
2016	167.5	167.6	167.7	171.1	181.6	181.1	183.2	179.6	176.6	171.7	172.9	180.4
2017	186.7	192.2	198.0	200.4	200.8	198.1	198.6	200.4	199.4	197.7	197.2	198.2
2018	203.7	198.4	209.2	219.5	226.1	232.9	239.7	246.0(P)	250.2(P)	248.4(P)	244.9(P)	

P : Preliminary. All indexes are subject to revision four months after original publication.

Previously, the Aviation Maintenance Division used a hose wheel model to contain the air hose system which was housed directly beneath a passenger boarding bridge. The Aviation Maintenance Division has since abandoned the hose wheel model; currently the air hose system resides directly on the pavement. The proposed trolley model will allow for greater mobility and protection of the air hose system.

Proposed trolley model for air hose system



Previous wheel/reel model for air hose system

