



**TO:** Denise Orcutt, Purchasing Agent  
Purchasing Division  
**FROM:** Alan W. Garcia, P.E., Director  
Water and Wastewater Services  
**SUBJECT:** Solicitation No.: GEN2117970G1-Vacuum Trucks / Sourcewell NJPA Contract #122017-GRD

Recommended Vendor: Great Southern Equipment Company, dba GS Equipment, Inc.  
Recommended Group(s)/Line Item(s): N/A  
Initial Award Amount: \$1,247,930.28 Potential Total Amount: \$1,247,930.28  
Initial Contract Term: N/A Contract Term, including Renewals: N/A

**CONCURRENCE:**

The agency has reviewed Vendor's response(s) for specification compliance and Vendor responsibility. I  
 have reviewed all documents including the Vendor Questionnaire and after careful evaluation, I concur with recommendation for award to the Vendor.

**FINANCIAL BACKGROUND/D & B REPORT: (check one)**

I am satisfied with the Vendor's financial background and/or rating and payment performance.  
 Not applicable Payment will be made upon services rendered.

**LITIGATION HISTORY: (check one)**

I have reviewed the Litigation History Form and there is no issue of concern.  
 Refer to additional information from the Office of the County Attorney to address an issue/concern.

**PAST PERFORMANCE: (check all that apply)**

I have reviewed the Vendor's past Performance Evaluations in Contracts Central and:

Vendor received an overall rating  $\geq 2.59$  on all evaluations.  
 No evaluations within the past three years contained any items rated a score of 2 or less.  
 Vendor received a rating  $\leq 2.59$  on an evaluation(s). Refer to additional information.  
 Vendor received a score of  $\leq 2$  on an individual item(s). Refer to additional information.  
 Past evaluations are not relevant to the scope of this contract.  
 No past Performance Evaluations exist in Contracts Central.

**AND**

Reference Verification Forms are attached.

**OR**

Reference Verification Forms are not required: Commodity only purchase (less than \$250,000); Service less than \$50,000 and the Vendor has a Performance Evaluation within the past three years.

**NON-CONCURRENCE:**

I do not concur. Detailed reason for non-concurrence is attached.

TYPED NAME OF SIGNER: Reginald Deary  
Skilled Trades Supervisor, Water and  
TITLE: Wastewater Operations Division

SIGNATURE:  DATE: 12-28-18

TYPED NAME OF SIGNER: Mark Darmanin  
Director, Water and Wastewater  
TITLE: Operations Division

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SIGNATURE:  DATE: 12/28/17

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TYPED NAME OF SIGNER: Alan W. Garcia, P.E.  
Director, Water and Wastewater  
TITLE: Services  
(Individual authorized to administer the contract.)

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SIGNATURE:  DATE: 12/31/18

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**GS EQUIPMENT, INC.** DUNS: 60-585-0908

Business Information Report

Company Information		Financial Statement	
1023 S 50th St Tampa, FL 33619		<b>Sales</b>	NA
This is a <b>headquarter</b> location. This business has additional branches; detailed branch information is available in D&B's linkage or family tree products.		<b>Net Worth</b>	NA
		<b>History:</b>	NA
		<b>Financial Condition:</b>	NA
<b>Website</b>	www.gsequipment.com	<b>Financing:</b>	SECURED
<b>Telephone</b>	(886) 586-8950	<b>SIC:</b>	5084 5082
<b>Chief Executive:</b>	DIRECTOR(S); THE OFFICER(S)	<b>Line of Business:</b>	Whol construction/mining equipment, whol industrial equipment
<b>Stock Symbol:</b>	NA		
<b>Year Started</b>	1989		
<b>Employees</b>	68		
<b>Corporate Family:</b>			
This business is a headquarter of the corporate family.			

Scores

**PAYDEX®**

**74** ▼  
9 days beyond terms

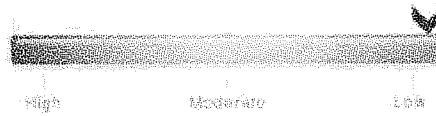
Based on up to 24 months of trade.  
**D&B PAYDEX® Key**

- High risk of late payment (average 90 to 120 days beyond terms)
- Medium risk of late payment (average 30 days or less beyond terms)
- Low risk of late payment (average prompt to 30+ days sooner)

**Credit Limit Recommendation**

Risk Category	Conservative Credit Limit
Low	\$250k
	Aggressive Credit Limit

\$500k



**D&B Rating**

Rating  
**1R3**

Number of employees: **1R** indicates 10 or more employees  
Composite Credit Appraisal: **3** is fair

The credit rating was assigned based on D&B's assessment of the company's financial ratios and its cash flow. For more information, see the D&B Rating Key.

Below is an overview of the company's rating history since 01/01/1991

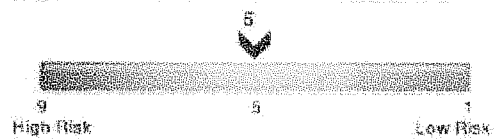
Rating	Effective Date
1R3	2012-09-26
1R4	2009-03-25
1R3	2008-03-26
1R4	2004-10-01
1R3	1997-10-15
1R4	1996-10-26
-	1991-07-18
ER6	1991-01-01

The Summary Analysis section reflects information in D&B's file as of September 1, 2017

**D&B Viability Rating**

**5**

Viability Score

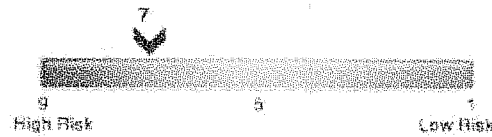


Compared to ALL US Businesses within the D&B Database:

- Level of Risk: **Low Risk**
- Businesses ranked 5 have a probability of becoming no longer viable: **7%**
- Percentage of businesses ranked 5: **14%**
- Across all US businesses, the average probability of becoming no longer viable: **14%**

# 7

## Portfolio Comparison

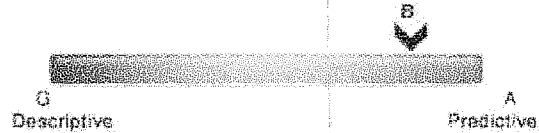


Compared to ALL US Businesses within the D&B Database:

- Model Segment: **Established Trade Payments**
- Level of Risk: **High to Moderate Risk**
- Businesses ranked 7 within this model segment have a probability of becoming no longer viable: **7%**
- Percentage of businesses ranked 7 within this model segment: **14%**
- Within this model segment, the average probability of becoming no longer viable: **5%**

# B

## Data Depth Indicator



**Data Depth Indicator:**

- Rich Firmographics
- Extensive Commercial Trading Activity
- Basic Financial Attributes

# G

## Company Profile

Financial Data	Trade Payments	Company Size	Years in Business
Not Available	Available (3+Trade)	Large	Established

Compared to ALL US Businesses within the D&B Database:

- Financial Data: **Not Available**
- Trade Payments: **Available: 3+Trade**
- Company Size: **Large: Employees:50+ or Sales: \$500K+**
- Years in Business: **Established: 5+**

## History & Operations

### History

The following information was reported: 11/21/2016

**Officer(s):**

RAYMOND K FERWERDA JR, DIR  
BRUCE BOWERS, V PRES  
LAURA DIBENEDETTO, SEC-TREAS

**DIRECTOR(S):**

THE OFFICER(S)

The Florida Secretary of State's business registrations file showed that GS Equipment, Inc was registered as a Corporation on June 29, 1989.

Business started 1989. 100% of capital stock is owned by officers:  
RAYMOND K FERWERDA JR born 1932. 1989-present active here.  
BRUCE BOWERS born 1960. 1989-present active here.  
LAURA DIBENEDETTO born 1965. 1989-present active here.

**AFFILIATES:**

Great Southern Equipment Co of Tampa, Tampa, FL. Started 1960. Intercompany relations consist of shared facilities and officers.

G S X Inc, Tampa, FL. Started 1987. Intercompany relations consist of shared facilities and officers.  
American Capital, Tampa, FL. Started 1987. Intercompany relations consist of shared facilities.  
Great Southern Properties Inc, Tampa, FL. Started 1960. Intercompany relations consist of shared facilities and officers.

## Operations

11/21/2016

**Description:**

Wholesales construction and mining machinery, specializing in contractor's materials (50%). Wholesales industrial machinery or equipment (50%).

Terms are Net 30 days. Sells to commercial concerns and the government. Territory : Local

Nonseasonal.

**Employees:** 68 which includes officer(s). 15 employed here.

**Facilities:** Rents 650 sq. ft. in a one story a building.

**Location:** Industrial section on well traveled street.

**Branches:** This business has additional branches; detailed branch information is available in D&B's linkage or family tree products.

## SIC & NAICS

**SIC:**

Based on information in our file, D&B has assigned this company an extended 8-digit SIC. D&B's use of 8-digit SICs enables us to be more specific to a company's operations than if we use the standard 4-digit code. The 4-digit SIC numbers link to the description on the Occupational Safety & Health Administration (OSHA) Web site. Links open in a new browser window.

5082 0302 Contractor's materials

5084 0000 Industrial machinery and equipment

**NAICS:**

423810 Construction and Mining (except Oil Well) Machinery and Equipment Merchant Wholesalers

423830 Industrial Machinery and Equipment Merchant Wholesalers

## Payments

### PAYDEX®

The D&B PAYDEX® is a unique, dollar weighted indicator of payment performance based on up to 56 payment experiences as reported to D&B by trade references.

#### 3 Month PAYDEX®

74 ▲

When weighted by dollar amount, payments to suppliers average 9 days beyond terms.

Based on payments collected over the last 3 months

#### 24 Month PAYDEX®

74 ▼

When weighted by dollar amount, payments to suppliers average 9 days beyond terms.

Based on payments collected over the last 24 months

When dollar amounts are not considered, then approximately 74 of the company's payments are within terms.

High risk of late payment (average 30 to 120 days beyond terms)



Medium risk of late payment (average 10 days or less beyond terms)

Low risk of late payment (average prompt to 30+ days sooner)

## Payments Summary

Total (Last 24 Months): 56



	Exp. Category	Total Number	Total Amount	Total Paid	Pay %	Days Past Due		
						0-30	31-60	60+
<b>Top Industries</b>								
Trucking non-local	8	\$19,000.00	\$5,000.00	92%	7	0	0	1
Telephone communications	6	\$12,000.00	\$7,500.00	100%	0	0	0	0
Whol industrial equip	3	\$8,500.00	\$5,000.00	73%	15	0	12	0
Nonclassified	3	\$10,100.00	\$5,000.00	99%	1	0	0	0
Whol industrial suppl	3	\$2,100.00	\$1,000.00	47%	24	24	5	0
Misc business credit	3	\$450.00	\$0.00	89%	11	0	0	0
Oil/gas field service	2	\$15,000.00	\$10,000.00	50%	17	0	0	30
Help/supply service	2	\$3,250.00	\$2,500.00	77%	23	0	0	0
Electric services	2	\$500.00	\$250.00	100%	0	0	0	0
State commercial bank	1	\$40,000.00	\$40,000.00	100%	0	0	0	0
Misc business service	1	\$20,000.00	\$20,000.00	100%	0	0	0	0
Mfg conveyors	1	\$15,000.00	\$15,000.00	50%	50	0	0	0
Radiotelephone equipment	1	\$5,000.00	\$5,000.00	0%	100	0	0	0
Ret auto supplies	1	\$5,000.00	\$5,000.00	100%	0	0	0	0
Whol service paper	1	\$5,000.00	\$5,000.00	50%	50	0	0	0
Airport/airport svcs	1	\$5,000.00	\$5,000.00	50%	50	0	0	0
Whol electrical equip	1	\$2,500.00	\$2,500.00	100%	0	0	0	0
Whol auto parts	1	\$2,500.00	\$2,500.00	0%	50	50	0	0
Whol office supplies	1	\$2,500.00	\$2,500.00	50%	50	0	0	0
Misc equipment rental	1	\$750.00	\$750.00	50%	0	50	0	0
Whol hardware	1	\$750.00	\$750.00	50%	0	0	50	0
Reg misc coml sector	1	\$250.00	\$250.00	100%	0	0	0	0
Arrange cargo transpt	1	\$250.00	\$250.00	100%	0	0	0	0
Ret furniture	1	\$100.00	\$100.00	100%	0	0	0	0
Business consulting	1	\$100.00	\$100.00	100%	0	0	0	0
Mfg packaging mach	1	\$50.00	\$50.00	100%	0	0	0	0
<b>Other Categories</b>								
Cash experiences	7	\$900	\$500	--	--	--	--	--
Unknown	0	\$0	\$0	--	--	--	--	--
Unfavorable comments	0	\$0	\$0	--	--	--	--	--
Placed for collections with D&B	0	\$0	\$0	--	--	--	--	--
Other	0	N/A	\$0	--	--	--	--	--
<b>Total in D&amp;B's file</b>	<b>56</b>	<b>\$176,550</b>	<b>\$40,000</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>

The highest Now Owes on file is \$20,000

The highest Past Due on file is \$2,500


There are 56 payment experience(s) in D&B's file for the most recent 24 months, with 40 experience(s) reported during the last three month period.

Payments Details

Total (Last 24 Months): 55

Date	Form/Status	Initial	Monthly	Final	Term	Frequency
07/2017	Ppt	--	\$100	\$0	--	1 mo
07/2017	Ppt	--	\$250	\$0	--	1 mo
07/2017	Ppt	\$40,000	\$5,000	\$0	--	1 mo
07/2017	Ppt	\$20,000	\$20,000	\$0	--	1 mo
07/2017	Ppt	\$7,500	\$0	\$0	--	2-3 mos
07/2017	Ppt	\$5,000	\$0	\$0	--	6-12 mos
07/2017	Ppt	\$5,000	\$250	\$0	--	1 mo
07/2017	Ppt	\$5,000	\$0	\$0	--	1 mo
07/2017	Ppt	\$5,000	\$0	\$0	--	1 mo
07/2017	Ppt	\$2,500	\$0	\$0	--	6-12 mos
07/2017	Ppt	\$2,500	\$2,500	\$0	--	1 mo
07/2017	Ppt	\$2,500	\$750	\$0	N30	1 mo
07/2017	Ppt	\$1,000	\$1,000	\$0	N30	1 mo
07/2017	Ppt	\$500	\$0	\$0	--	6-12 mos
07/2017	Ppt	\$500	\$250	\$0	N30	1 mo
07/2017	Ppt	\$250	\$250	--	--	1 mo
07/2017	Ppt	\$250	\$250	\$0	N30	1 mo
07/2017	Ppt	\$250	\$250	--	--	1 mo
07/2017	Ppt	\$250	\$250	\$0	N30	1 mo
07/2017	Ppt	\$100	\$0	\$0	--	6-12 mos
07/2017	Ppt-Slow 15	\$5,000	\$1,000	\$0	--	1 mo
07/2017	Ppt-Slow 30	--	\$100	\$0	--	1 mo
07/2017	Ppt-Slow 30	\$15,000	\$2,500	\$2,500	--	1 mo
07/2017	Ppt-Slow 30	\$5,000	\$750	\$750	N30	1 mo
07/2017	Ppt-Slow 30	\$5,000	\$5,000	\$1,000	--	1 mo
07/2017	Ppt-Slow 30	\$2,500	\$500	\$250	--	1 mo
07/2017	Ppt-Slow 30	\$2,500	\$0	\$0	--	1 mo
07/2017	Ppt-Slow 30	\$1,000	\$250	\$0	--	1 mo
07/2017	Ppt-Slow 60	\$1,000	\$250	\$0	--	1 mo
07/2017	Ppt-Slow 60	\$750	\$100	\$100	--	1 mo
07/2017	Ppt-Slow 90+	\$10,000	\$0	\$0	N30	1 mo
07/2017	Slow 30	\$750	\$0	\$0	--	6-12 mos
07/2017	Slow 30	\$100	\$0	\$0	--	2-3 mos
07/2017	Slow 30-60	\$2,500	\$0	\$0	--	1 mo
07/2017	Slow 90	\$100	\$0	\$0	--	6-12 mos
07/2017	Slow 90+	\$250	\$250	\$250	--	--

Date	Payment Detail	Amount	Days Over	Pay Type	Original Terms	Payment Status
07/2017	(037)	\$500	\$0	\$0	Cash account	2-3 mos
07/2017	(038)	\$50	--	--	Cash account	1 mo
06/2017	Ppt	\$5,000	\$250	\$0	--	1 mo
06/2017	Ppt	\$100	\$0	\$0	--	6-12 mos
05/2017	Ppt-Slow 90	\$750	\$0	\$0	--	6-12 mos
04/2017	(042)	\$100	--	--	Cash account	1 mo
04/2017	(043)	\$50	--	--	Cash account	1 mo
03/2017	Ppt	\$250	\$0	\$0	--	6-12 mos
03/2017	(045)	\$50	--	--	Cash account	1 mo
12/2016	Slow 15	\$5,000	\$0	\$0	--	6-12 mos
11/2016	Ppt	\$2,500	\$0	\$0	--	6-12 mos
10/2016	(048)	\$250	--	--	--	1 mo
09/2016	Ppt	\$750	\$0	\$0	--	6-12 mos
07/2016	(050)	\$50	--	--	Cash account	1 mo
06/2016	Ppt	\$50	\$0	\$0	--	6-12 mos
06/2016	(052)	\$100	--	--	Cash account	1 mo
04/2016	Ppt-Slow 30	\$2,500	\$0	\$0	N30	6-12 mos
03/2016	Ppt	\$2,500	\$0	\$0	--	6-12 mos
10/2015	Ppt	\$5,000	\$0	\$0	--	6-12 mos
09/2015	Slow 90	\$1,000	\$0	\$0	--	6-12 mos

Payments Detail Key:  30 or more days beyond terms.

Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

Payment experiences reflect how bills are met in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

## Banking and Finance

### Statement Update

#### Key Business Ratios from D&B

We currently do not have enough information to generate the graphs for the selected Key Business Ratio.

\* This Company

Key Financial Comparisons

	2017	2016	2015
<b>This Company's Operating Results Year Over Year</b>			
Net Sales	NA	NA	NA
Gross Profit	NA	NA	NA
Net Profit	NA	NA	NA
Dividends / Withdrawals	NA	NA	NA
Working Capital	NA	NA	NA
<b>This Company's Assets Year Over Year</b>			
Cash	NA	NA	NA
Accounts Receivable	NA	NA	NA
Notes Receivable	NA	NA	NA
Inventories	NA	NA	NA
Other Current	NA	NA	NA
Total Current	NA	NA	NA
Fixed Assets	NA	NA	NA
Other Non Current	NA	NA	NA
Total Assets	NA	NA	NA
<b>This Company's Liabilities Year Over Year</b>			
Accounts Payable	NA	NA	NA
Bank Loan	NA	NA	NA
Notes Payable	NA	NA	NA
Other Current Liabilities	NA	NA	NA
Total Current Liabilities	NA	NA	NA
Other Long Term and Short Term Liabilities	NA	NA	NA
Deferred Credit	NA	NA	NA
Net Worth	NA	NA	NA
Total Liabilities and Net Worth	NA	NA	NA



We currently do not have any recent financial statements on file for your business. Submitting financial statements can help improve your D&B scores. To submit a financial statement, please call customer service at 800-333-0505.

### Key Business Ratios

	2017	2016	2015
<b>Solvency</b>			
Quick Ratio	NA	NA	NA
Current Ratio	NA	NA	NA
Current Liabilities to Net Worth	NA	NA	NA
Current Liabilities to Inventory	NA	NA	NA
Total Current	NA	NA	NA
Fixed Assets to Net Worth	NA	NA	NA
<b>Efficiency</b>			
Collection Period	NA	NA	NA
Inventory Turn Over	NA	NA	NA
Sales to NWC	NA	NA	NA
Acct Pay to Sales	NA	NA	NA
<b>Profitability</b>			
Return on Sales	NA	NA	NA
Return on Assets	NA	NA	NA
Return on Net Worth	NA	NA	NA

### Public Filings

#### Summary

The following data includes both open and closed filings found in D&B's database on this company.

Filing Type	Count	Open / Closed
Bankruptcy Proceedings	0	-
Judgments	0	-
Liens	0	-
Suits	0	-
UCCs	64	02/08/17

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

#### Judgments

We currently don't have enough data to display this section

#### Liens

We currently don't have enough data to display this section

Suits

We currently don't have enough data to display this section

UCC Filings

**Collateral:** Negotiable instruments including proceeds and products - Inventory including proceeds and products - Account(s) including proceeds and products - Fixtures including proceeds and products - and OTHERS

**Type:** Original

**Sec.Party:** BANK OF THE WEST, SAN RAMON, CA

**Debtor:** GS EQUIPMENT, INC.

**Filing No.:** 201504408533

**Filed With:** SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL

**Date Filed:** 07/15/15

**Latest Info Received:** 07/29/15

**Collateral:** Negotiable instruments including proceeds and products - Inventory including proceeds and products - Accounts receivable including proceeds and products - Assets including proceeds and products - and OTHERS

**Type:** Original

**Sec.Party:** COMERICA BANK, DALLAS, TX

**Debtor:** GS EQUIPMENT, INC.

**Filing No.:** 200604420542

**Filed With:** SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL

**Date Filed:** 12/21/06

**Latest Info Received:** 01/03/07

**Type:** Continuation

**Sec.Party:** COMERICA BANK, DALLAS, TX

**Debtor:** GS EQUIPMENT, INC.

**Filing No.:** 201104941803

**Filed With:** SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL

**Date Filed:** 07/12/11

**Latest Info Received:** 07/15/11

**Original Filing No.:** 200604420542

**Original UCC Filed Date:** 12/21/06

**Type:** Continuation

**Sec.Party:** COMERICA BANK, DALLAS, TX

**Debtor:** GS EQUIPMENT, INC.

**Filing No.:** 201608272964

**Filed With:** SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL

**Date Filed:** 07/25/16

**Latest Info Received:** 07/28/16

**Original Filing No.:** 200604420542

**Original UCC Filed Date:** 12/21/06

**Collateral:** All Inventory and proceeds - All Account(s) and proceeds - All Chattel paper and proceeds - All General intangibles(s) and proceeds - and OTHERS

**Type:** Original  
**Sec.Party:** CNH CAPITAL AMERICA LLC, RACINE, WICNH CAPITAL AMERICA LLC, RACINE, WI  
**Debtor:** GS EQUIPMENT, INC.and OTHERS  
**Filing No.:** 200602092017  
**Filed With:** SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL  
**Date Filed:** 03/09/06  
**Latest Info Received:** 03/21/06

**Type:** Continuation  
**Sec.Party:** CNH CAPITAL AMERICA LLC, RACINE, WI  
**Debtor:** GS EQUIPMENT, INC.  
**Filing No.:** 201003673633  
**Filed With:** SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL  
**Date Filed:** 12/03/10  
**Latest Info Received:** 12/07/10  
**Original Filing No.:** 200602092017  
**Original UCC Filed Date:** 03/09/06

**Type:** Continuation  
**Sec.Party:** CNH CAPITAL AMERICA LLC, RACINE, WI  
**Debtor:** GS EQUIPMENT, INC.  
**Filing No.:** 201505735368  
**Filed With:** SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL  
**Date Filed:** 11/16/15  
**Latest Info Received:** 11/18/15  
**Original Filing No.:** 200602092017  
**Original UCC Filed Date:** 03/09/06

**Collateral:** Inventory including proceeds and products  
**Type:** Original  
**Sec.Party:** TAKEUCHI MFG. (U.S.), LTD., PENDERGRASS, GA  
**Debtor:** GS EQUIPMENT, INC.  
**Filing No.:** 201002392037  
**Filed With:** SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL  
**Date Filed:** 04/22/10  
**Latest Info Received:** 05/06/10

**Collateral:** Inventory and proceeds - Account(s) and proceeds - Equipment and proceeds - General intangibles(s) and proceeds - and OTHERS  
**Type:** Original  
**Sec.Party:** LEX COMPANY LLC, LEXINGTON, KY  
**Debtor:** GS EQUIPMENT, INC.  
**Filing No.:** 201700249574  
**Filed With:** SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL  
**Date Filed:** 02/09/17  
**Latest Info Received:** 02/28/17

**Collateral:** Inventory and proceeds - Account(s) and proceeds - Contract rights and proceeds - General intangibles(s) and proceeds - and OTHERS  
**Type:** Original

Sec. Party: BOMAG AMERICAS, INC., KEWANEE, IL  
Debtor: GS EQUIPMENT, INC.  
Filing No.: 201401877433  
Filed With: SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL  
Date Filed: 07/24/14  
Latest Info Received: 08/08/14

Collateral: Inventory and proceeds - Account(s) and proceeds - Contract rights and proceeds - Equipment and proceeds

Type: Original

Sec. Party: WELLS FARGO EQUIPMENT FINANCE, INC., MINNEAPOLIS, MN  
Debtor: GS EQUIPMENT, INC. and OTHERS  
Filing No.: 201309039494  
Filed With: SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL  
Date Filed: 05/15/13  
Latest Info Received: 05/31/13

Collateral: Account(s) and proceeds - Contract rights and proceeds - Chattel paper and proceeds - Equipment and proceeds - Machinery and proceeds

Type: Original

Sec. Party: GRADALL INDUSTRIES, INC., NEW PHILADELPHIA, OH  
Debtor: GS EQUIPMENT, INC.  
Filing No.: 201503454310  
Filed With: SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL  
Date Filed: 04/10/15  
Latest Info Received: 04/24/15

Collateral: Account(s) and proceeds - Chattel paper and proceeds - General intangibles(s) and proceeds - Equipment and proceeds

Type: Original

Sec. Party: TRANS LEASE INC., COMMERCE CITY, CO  
Debtor: G S EQUIPMENT, INC and OTHERS  
Filing No.: 201001966269  
Filed With: SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL  
Date Filed: 02/04/10  
Latest Info Received: 02/18/10

Collateral: All Communications equipment

Type: Original

Sec. Party: INTER-TEL LEASING INC, HOUSTON, TX  
Debtor: GS EQUIPMENT, INC., FT MYERS, FL  
Filing No.: 200808640575  
Filed With: SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL  
Date Filed: 06/30/08  
Latest Info Received: 07/10/08

The public record items contained herein may have been paid, terminated, vacated or released prior to today's date.

Government Activity

Summary



Borrower (Dir/Guar): NO  
 Administrative Debt: NO  
 Contractor: NO  
 Grantee: NO  
 Party excluded from federal program(s): NO  
 Possible Candidate:  
 Labor Surplus Area: N/A  
 Small Business: YES (2017)  
 8(A) Firm: N/A

The public record items contained herein may have been paid, terminated, vacated, or released prior to today's date.

The public record items contained herein may have been paid, terminated, vacated or released prior to today's date.

**Special Events**

N/A

**Corporate Linkage**

**Parent**

Company Name	DUNS #	City, State
GS EQUIPMENT, INC.	60-535-0908	TAMPA, FLORIDA

**Headquarters (US)**

Company Name	DUNS #	City, State
GS EQUIPMENT, INC.	60-535-0908	TAMPA, FLORIDA

Broward County Board of  
County Commissioners

**VENDOR QUESTIONNAIRE**  
Quotations and Invitations for Bids

The completed Vendor Questionnaire should be submitted with the solicitation response. If not submitted with solicitation response, it must be submitted within three business days of County's request. Failure to timely submit may affect may result in Vendor being deemed non-responsive.

If a response requires additional information, the Vendor should upload a written detailed response; each response should be numbered to match the question number. The completed questionnaire and attached responses will become part of the procurement record. It is imperative that the person completing the form be knowledgeable about the proposing Vendor's business and operations.

- 1. Legal business name: Great Southern Equipment Company
- 2. Doing Business As/Fictitious Name (if applicable): GS Equipment
- 3. Federal Employer I.D. no. (FEIN): 59-2955621
- 4. Dun and Bradstreet No.: \_\_\_\_\_
- 5. Website address (if applicable): www.gsequipment.com

1023 S. 50 Street  
Tampa Florida 33619

6. Principal place of business address:

1016 NW 15 Ave  
Pompano Beach, FL 33069

7. Office location responsible for this project:

8. Telephone no.: 954-327-8808

Fax no.: 954-327-8646

9. Type of business (check appropriate box):

- Corporation (specify the state of incorporation): Florida
- Sole Proprietor
- Limited Liability Company (LLC)
- Limited Partnership
- General Partnership (State and County filled in) \_\_\_\_\_
- Other - Specify \_\_\_\_\_

10. AUTHORIZED CONTACT(S) FOR YOUR FIRM:

Name: Terry Bishop

Title: Branch Manager

E-mail: terryb@gsequipment.net

Telephone No.: 954-818-1641

Name: John Rasberry

Title: Sales Manager

E-mail: JBRS@gsequipment.net

Telephone No.: 813-446-4064

Generic e-mail address for purchase orders: terryb@gsequipment.net

(Broward County auto distributes purchase orders from its financial system. To ensure a firm receives a purchase order, it is suggested a company accessible e-mail address is used.)

Broward County Board of  
County Commissioners

11. List name and title of each principal, owner, officer, and major shareholder:

- a) RAY FERWERDA Jr. President
- b) RAY FERWERDA SR. CEO
- c) \_\_\_\_\_
- d) \_\_\_\_\_

12. Affiliated Entities of the Principal(s): List the names and addresses of "affiliated entities" of the Vendor principal(s) over the last five (5) years (from the solicitation opening deadline) that have acted as a prime Vendor with the County. Affiliated entities of the principal(s) are those entities related to the vendor by the sharing of stock or other means of control, including but not limited to a subsidiary, parent or sibling entity.

- a) \_\_\_\_\_
- b) \_\_\_\_\_
- c) \_\_\_\_\_
- d) \_\_\_\_\_

- 13. Has your firm, its principals, officers or predecessor organization(s) been debarred or suspended by any government entity within the last three years? If yes, specify details in an attached written response.  Yes  No
- 14. Has your firm, its principals, officers or predecessor organization(s) ever been debarred or suspended by any government entity? If yes, specify details in an attached written response, including the reinstatement date, if granted.  Yes  No

15. Specify the type of services or commodities your firm offers:

Parts - Service - Sales for Multiple Lines of Construction Related Equip

16. How many years has your firm been in business while providing the services and/or products offered within this solicitation? 12 years

- 17. Is your firm's business regularly engaged in and routinely selling the product(s) or services offered within this solicitation?  Yes  No
- 18. Does your firm affirm that it is currently authorized by the manufacturer as a dealer/seller of the product(s) offered herein, and warranty offered is the manufacturer's warranty with Broward County recorded as the original purchaser? The County reserves the right to verify prior to a recommendation of award.  Yes  No  
N/A (if service) [ ]
- 19. Has your firm ever failed to complete any services and/or delivery of products during the last three (3) years? If yes, specify details in an attached written response.  Yes  No
- 20. Is your firm or any of its principals or officers currently principals or officers of another organization? If yes, specify details in an attached written response.  Yes  No
- 21. Have any voluntary or involuntary bankruptcy petitions been filed by or against your firm, its parent or subsidiaries or predecessor organizations during the last three years? If yes, specify details in an attached written response.  Yes  No
- 22. Has your firm's surety ever intervened to assist in the completion of a contract or have Performance and/or Payment Bond claims been made to your firm or its predecessor's sureties during the last three years? If yes, specify details in an attached a written response, including contact information for owner and surety company.  Yes  No
- 23. If requested, will your firm extend the same price, terms and conditions to other governmental entities during the period covered by this contract?  Yes  No

Broward County Board of  
County Commissioners

24. Would your firm accept a Visa credit card as payment from Broward County, with no additional fees or change to bid price? Procurement Contract must be approved and designated for procurement card (p-card) by Director of Purchasing for use prior to ordering.  Yes  No

25. Living Wage solicitations only: In determining what, if any, fiscal impacts(s) are a result of the Ordinance for this solicitation, provide the following for informational purposes only. Response is not considered in determining the award of this contract.

Living Wage had an effect on the pricing  Yes  No

If yes, Living Wage increased the pricing by \_\_\_\_\_ % or decreased the pricing by \_\_\_\_\_ %.

26. Non-Collusion Certification: Vendor shall disclose, to their best knowledge, any Broward County officer or employee, or any relative of any such officer or employee as defined in Section 112.3135 (1) (c), Florida Statutes, who is an officer or director of, or has a material interest in, the Vendor's business, who is in a position to influence this procurement. Any Broward County officer or employee who has any input into the writing of specifications or requirements, solicitation of offers, decision to award, evaluation of offers, or any other activity pertinent to this procurement is presumed, for purposes hereof, to be in a position to influence this procurement. Failure of a Vendor to disclose any relationship described herein shall be reason for debarment in accordance with the provisions of the Broward County Procurement Code.

Select One:

- Vendor certifies that this offer is made independently and free from collusion; or
- Vendor is disclosing names of officers or employees who have a material interest in this procurement and is in a position to influence this procurement. Vendor must include a list of name(s), and relationship(s) with its submittal.

Questions 27 - 30 are only applicable to service contracts or a construction contracts (repair, maintain or furnish and install) solicitations:

27. What similar on-going contracts is your firm currently working on? If additional space is required, provide on

separate sheet.

28. Has your firm completely inspected the project site(s) prior to submitting response?  Yes  No

29. Will your firm need to rent or purchase any equipment for this contract? If yes, please specify details in an attached a written response.  Yes  No

30. What equipment does your firm own that is available for this contract?

Broward County Board of  
County Commissioners

31. Provide at least three (3) individuals, corporations, agencies, or institutions for which your firm has completed work of a similar nature or in which your firm sold similar commodities in the past three (3) years. Contact persons shall have personal knowledge of the referenced project/contract. Only one (1) Broward County Board of County Commissioners agency reference may be submitted. If any of the following references are inaccessible or not relevant, additional references may be requested by the County.

Reference 1:

Scope of Work: Purchase of Vacall  
Contract/Project Title: Broward County  
Agency: Wastewater  
Contact Name/Title: Reggie Deary  
Contact Telephone: 954-218-9205  
Email: rdeary@broward.org  
Contract/Project Dates (Month and Year): 2/2018  
Contract Amount: 398,870.00

Reference 2:

Scope of Work: Purchase of Gravel  
Contract/Project Title: City of Ft. Lauderdale  
Agency: Transportation  
Contact Name/Title: Anthony Casale  
Contact Telephone: 954-828-5783  
Email: acasale@fortlauderdale.gov  
Contract/Project Dates (Month and Year): 8/2018  
Contract Amount: 370,489

Reference 3:

Scope of Work: Purchase of Vacall  
Contract/Project Title: City of Treasure Island  
Agency: Public Works  
Contact Name/Title: Mike Heltrich  
Contact Telephone: 727-547-4075 ext 252  
Email: mheltrich@mytreasureisland.org  
Contract/Project Dates (Month and Year): 8/2018  
Contract Amount: 405,281

Broward County Board of  
County Commissioners

LITIGATION HISTORY FORM

The completed form(s) should be returned with the Vendor's submittal. If not provided with submittal, the Vendor must submit within three business days of County's request. Vendor may be deemed non-responsive for failure to fully comply within stated timeframes.

There are no material cases for this Vendor; or

Material Case(s) are disclosed below:

Is this for a: (check type) <input type="checkbox"/> Parent, <input type="checkbox"/> Subsidiary, or <input type="checkbox"/> Predecessor Firm?	If Yes, Name of Parent/Subsidiary/Predecessor:  or No <input type="checkbox"/>
Party	Vendor is Plaintiff <input type="checkbox"/> Vendor is Defendant <input type="checkbox"/>
Case Number, Name, and Date Filed	
Name of Court or other tribunal	
Type of Case	Bankruptcy <input type="checkbox"/> Civil <input type="checkbox"/> Criminal <input type="checkbox"/> Administrative/Regulatory <input type="checkbox"/>
Claim or Cause of Action and Brief description of each Count	
Brief description of the Subject Matter and Project Involved	
Disposition of Case  (Attach copy of any applicable Judgment, Settlement Agreement and Satisfaction of Judgment.)	Pending <input type="checkbox"/> Settled <input type="checkbox"/> Dismissed <input type="checkbox"/>  Judgment Vendor's Favor <input type="checkbox"/> Judgment Against Vendor <input type="checkbox"/>  If Judgment Against, is Judgment Satisfied? Yes <input type="checkbox"/> No <input type="checkbox"/>
Opposing	Name: _____

**Broward County Board of  
County Commissioners**

**Counsel**

**Email:**

**Telephone Number:**

**Vendor Name:**



**Vendor Reference Verification Form**

Broward County Solicitation No. and Title: GEN2117622G1- Vacuum Trucks  
 Reference for: (Name of Firm) Great Southern Equipment Company, dba GS Equipment, Inc.  
 Organization/Firm Name providing reference: City of Treasure Island  
 Contact Name/Title: Mike Hefrich, PE, Public Works Director  
 Contact E-mail: mhelfrich@mytreasureisland.org  
 Contact Phone: 727-547-4575 ext. 252  
 Name of Referenced Project: Purchase of a Vactor Truck  
 Contract No. FSA17-VEH15.0  
 Contract Amount: \$361,281.00  
 Date Services Provided: 10-20-2017 - 8-14-2018

(list date range or date services began until "current")

Vendor's role in Project:  Prime Vendor  Sub-consultant/Sub-contractor  
 Would you use this vendor again?  Yes  No If No, please specify in Additional Comments (below).

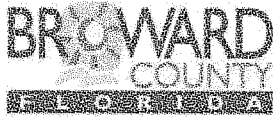
**Description of services provided by Vendor:**  
 Vendor provided a new Vactor Truck and took used truck as a trade-in.

Please rate your experience with the referenced Vendor:	Needs Improvement	Satisfactory	Excellent	Not Applicable
1. Vendor's Quality of Service				
a. Responsive	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Accuracy	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
2. Vendor's Organization				
a. Staff expertise	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Professionalism	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Turnover	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
3. Timeliness of:				
a. Project	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

**Additional Comments: (provide on additional sheet if needed)**  
 Truck was delivered later than what was expected but was not due to the Vendor's fault.

References Checked By  
 Name: Angela Byers Title: Administrative Officer  
 Division/Department: Highway & Bridge Maintenance/Public Works Date of Verification: December 03, 2018





**Vendor Reference Verification Form**

Broward County Solicitation No. and Title: GEN2117622G1- Vacuum Trucks

Reference for: (Name of Firm) Great Southern Equipment Company, dba GS Equipment, Inc.

Organization/Firm Name providing reference: City of Fort Lauderdale

Contact Name/Title: Anthony Casale, Automotive & Equipment Engineer

Contact E-mail: acasale@fortlauderdale.gov

Contact Phone: 954-828-5765

Name of Referenced Project: Gradall 3100

Contract No. Piggyback on Sourcewell 031014-GRD

Contract Amount: \$370,488.63

Date Services Provided: 08/09/2018

(list date range or date services began until "current")

Vendor's role in Project:  Prime Vendor  Sub-consultant/Sub-contractor

Would you use this vendor again?  Yes  No If No, please specify in Additional Comments (below).

**Description of services provided by Vendor:**

Purchase of a Gradall 3100 crane truck

Please rate your experience with the referenced Vendor:

Needs Improvement    Satisfactory    Excellent    Not Applicable

1. Vendor's Quality of Service

- a. Responsive  Needs Improvement  Satisfactory  Excellent  Not Applicable
- b. Accuracy  Needs Improvement  Satisfactory  Excellent  Not Applicable
- c. Deliverables  Needs Improvement  Satisfactory  Excellent  Not Applicable

2. Vendor's Organization

- a. Staff expertise  Needs Improvement  Satisfactory  Excellent  Not Applicable
- b. Professionalism  Needs Improvement  Satisfactory  Excellent  Not Applicable
- c. Turnover  Needs Improvement  Satisfactory  Excellent  Not Applicable

3. Timeliness of:

- a. Project  Needs Improvement  Satisfactory  Excellent  Not Applicable
- b. Deliverables  Needs Improvement  Satisfactory  Excellent  Not Applicable

**Additional Comments: (provide on additional sheet if needed)**

Very smooth transaction & purchase. Vendor was responsive, provided the correct information in a timely manner, and was very communicative throughout the process.

References Checked By

Name: Brandie Barber

Title: Maintenance Scheduler

Division/Department: Highway & Bridge Maintenance/Public Works Date of Verification: November 30, 2018



**Vendor Reference Verification Form**

Broward County Solicitation No. and Title: GEN2117622G1- Vacuum Trucks  
 Reference for: (Name of Firm) Great Southern Equipment Company, dba GS Equipment, Inc.  
 Organization/Firm Name providing reference: Broward County Water and Wastewater Operations Division  
 Contact Name/Title: Reginald Deary, Skilled Trades Supervisor  
 Contact E-mail: redeary@broward.org  
 Contact Phone: (954) 831-0865  
 Name of Referenced Project: 12 CYD Sewer Vacuum Truck Purchase  
 Contract No. Y21114070B1  
 Contract Amount: Approx \$400,000.00  
 Date Services Provided: 03/2018

(list date range or date services began until "current")

Vendor's role in Project:  Prime Vendor  Sub-consultant/Sub-contractor  
 Would you use this vendor again?  Yes  No If No, please specify in Additional Comments (below).

**Description of services provided by Vendor:**  
 Provided 12 Cubic Yard Sewer Vacuum Cleaning Truck

Please rate your experience with the referenced Vendor:	Needs Improvement	Satisfactory	Excellent	Not Applicable
1. Vendor's Quality of Service				
a. Responsive	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Accuracy	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
2. Vendor's Organization				
a. Staff expertise	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Professionalism	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Turnover	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
3. Timeliness of:				
a. Project	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Deliverables	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**Additional Comments: (provide on additional sheet if needed)**

References Checked By  
 Name: Angela Byers Title: Administrative Officer  
 Division/Department: Highway & Bridge Maintenance/Public Date of Verification: November 28, 2018