



Transportation Department

FLEET SERVICES DIVISION

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MEMORANDUM

TO: Lluís Gorgoy, Manager
Purchasing Division

FROM: Ross Meslin, Fleet Manager
Fleet Services Division

A handwritten signature in blue ink, appearing to read "R. Meslin", is placed over the name "Ross Meslin" in the "FROM:" field.

Date: December 14, 2018

SUBJECT: Authorization to Access the Florida Sheriff's Association (FSA), Contract No FSA18-VEH16.0, Cab & Chassis Trucks and Heavy Equipment.

The Broward County Fleet Services Division (FSD) is seeking a contractual mechanism for the purchase of cab and chassis trucks and heavy-duty equipment. This commodity is required to provide replacement equipment for County owned vehicles and equipment which have reached or exceeded their useful lifecycle or have been deemed no longer cost effective to maintain or repair.

FSD is requesting authorization to access the Florida Sheriff's Association (FSA), contract # FSA18-VEH16.0. This contract is a competitively bid solicitation in the estimated amount of \$65,000,000.00 for a one (1) year term beginning on October 1, 2018 through September 30, 2019. Currently, the County has no contractual mechanism in place for purchasing medium and heavy-duty equipment. The purchase mechanisms used for this type of equipment in the past has been obtained through a competitive bidding process for each piece of equipment or individually accessed contracts such as the FSA, NJPA/Sourcwell, or State of Florida Contracts.

FSD has determined the sources available on the FSA Contract will provide more economical pricing and supply of various makes and models to meet the equipment needs of the County. Utilizing this contract will allow the County to take advantage of lower costs available through competitive prices based on large volume discounts and economies of scale while reducing administrative costs of project solicitation.

Benefits of using this contract include:

- Availability to select the correct make and model for the specific task required by each using department
- Price discounts ranging to over 30% off MSRP
- Prices include all charges for the vehicle, options and delivery
- Minimum one (1) year manufacturer's warranty coverage

FSD has researched the eight (8) examples of planned equipment purchases by County divisions this fiscal year. Below is a table which compares the pricing the FSA contract, the State of Florida contract, and the Sourcewell contract. As evident in the table, the FSA contract is significantly lower across all eight (8) models.

Make	Model	Florida Sheriffs Association	Florida State Contract 2019	Savings Over State Contract	Sourcewell	Savings Over Sourcewell
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TYMCO	600	\$263,940	Not Available*	N/A	\$275,355	\$11,415
Bobcat	S740	\$45,754	Not Available **	N/A	\$47,169	\$1,415
Bobcat	S740HF	\$48,432	Not Available **	N/A	\$49,733	\$1,301
John Deere	524L	\$157,147	Not Available*	N/A	\$158,233	\$1,086
Caterpillar	D6 Dozer	\$284,960	\$296,742	\$11,782	\$304,046	\$19,086
Caterpillar	D8 Dozer	\$756,328	\$796,600	\$40,272	\$827,238	\$70,910
Caterpillar	950 Loader	\$347,526	Not Available*	N/A	\$357,894	\$10,368
Ford	F-650	\$47,000	\$55,534	\$8,534	\$55,430	\$8,430

* State of Florida Contract doesn't include street sweepers, John Deere Loader (524L), or Caterpillar loader (950).

** State of Florida Contract only provides pricing for Tier III engines. Tier III engines are no longer available when purchasing these makes/models. All new models have Tier IV emissions which are available through the Sourcewell and the FSA contracts.

FSD has budgeted \$600,000.00 to replace 15 medium and heavy-duty vehicles for fiscal year '19 and has included the budgeted amounts for the other agencies and departments which will utilize this contract to purchase 35 additional medium and heavy-duty vehicles and equipment bringing the estimated purchase to over \$4,820,000.00. Fleet is requesting a \$5,300,000.00 (~10% contingency) threshold to help ensure additional requests are not needed during the term of the contract.

The Office of Economic and Small Business Development reviewed the Sheltered Market Review Form under the Small Business Enterprise Program and determined that no goals will apply to this request.

Use of the Florida Sheriffs Association contract will save time and money as the awarded vendors have been found to be responsible to the requirements of the contract. For the reasons stated above, FSD is requesting approval to access the Florida Sheriffs Association Contract.

Please feel free to contact me directly if you have any questions or concerns at 954-357-6492.