



Lumpkin County Emergency Services

57 A Pinetree Way
Dahlonega Ga. 30533

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Staff Analysis

8/2/2016

- Agenda Item:** RFP #2016-006 1500 Gallon Pumper Trucks
- Item Description:** Evaluation committee's recommendation to purchase two (2) 1500 Gallon Pumper Trucks
- Facts and Historical Information:** The Board of Commissioners approved the purchase of two (2) new Fire apparatus to be funded from SPLOST and CIP.
- Lumpkin County Emergency Services drafted specifications according to department needs and submitted these specifications along with the necessary procurement request to the Purchasing Department. An RFP was issued with responses due no later than July 29, 2016 at 2:00 pm. Five responses were received with one of the responders declining to submit a proposal. Proposal information was given to each committee member for review. Those serving on the committee were: David Wimpy, Chief, David McWhorter, Deputy Chief, Tony Kent, Training Battalion Chief, Allison Martin, Finance Director and Patti Holder, Purchasing Agent.
- The evaluation committee met Monday, August 1, 2016 at 9:00 am. Each proposal was evaluated and ranked according to RFP proposal documents. After discussion and questions to vendors for clarification, pricing was opened. All four responders were deemed to be responsive and a copy of the RFP evaluation is attached.
- Deep South Fire Trucks scored the highest overall ranking of 87 and submitted the lowest price of \$249,999.00 for a single truck and \$499,998.00 for both. Deep South Fire Trucks is based out of Seminary, MS and has over twenty five years of custom truck building experience.
- Potential Courses of Action:**
1. Accept the committee's recommendation to award the contract to Deep South Fire Trucks.
 2. Don't accept the committee's recommendation and accept one of the other proposals.
- Budget Impact:**
1. No budget impact if the committee's recommendation is approved. The price submitted was under the allocation and would allow for the truck to be built and retrofitted with all necessary equipment within budgeted dollars.
 2. Not accepting the committee's recommendation could result in the purchase of the trucks, however, the pricing difference would not allow the total retrofit of equipment.
- Staff Recommendation:** Staff recommends that Deep South Fire Trucks be awarded the contract in the amount \$499,998.00.

Lumpkin County, Georgia

List of Bidders

Request for Proposal #2016-006

1500 Gallon Pumper Trucks

Due: July 29, 2016 @ 2:00 pm

Opened: July 29, 2016 2:05 pm

No	Company
1	Deep South Fire Trucks
2	Nafeco
3	Southern Emergency Products
4	Freedon Fire Equipment
5	Ten-8 Fire and Safety
6	
7	
8	
9	
10	
11	
12	

**Lumpkin County Board of Commissioners
RFP # 2016-006 1500 Gallon Pumper Truck
Summary Score sheet w/ pricing**

		Deep South Fire Trucks	NAFECO	Southern Emergency Products	Freedom Fire		
Factors	Maximum Points Value						
Company / Individual Background	15	14.5	10	10	9.5		
Qualified Personnel	20	17.25	11.75	11.75	12.75		
Relevant Work / Experience	45	36.25	26.25	26.25	31.75		
Project Approach / Understanding	20	19	11.25	8.25	18		
Total Points	100	87	59.25	56.25	72		
Pricing		<u>249,999.⁰⁰</u> <u>499,998.⁰⁰</u>	<u>569</u> <u>615,138</u>	<u>292,147</u> <u>584,294</u>	<u>284,988</u> <u>569,976</u>		

*(3554)

****** A copy of this scoresheet must be returned to the Purchasing Department ******

* Multiple unit discount per unit
Patti Holder, Purchasing Agent
@ Alumant, Director