COUNTY AGENDA REQUEST

Department:	Road Department	Presenter(s):	Director Andy Adams
Meeting Date:	Thursday, October 23, 2014	Type of Request:	Consent

Wording for the Agenda:

Approval of staff's recommendation to award Bid #918- Pre-Cast Concrete Products to low-bidders Foley Products Company and Hanson Pipe & Precast, Inc, with an aggregate not-to-exceed amount of $270,000.00, and with options to renew for two twelve-month periods.

Background/History/Details:

Each year, the Road Department contracts for the purchase of various pre-cast concrete products. These include pipe, flared end sections, and headwalls to use at each end of the pipe, and box culverts for various uses. With the various sizes of these products needed, a total of 49 items are included with this year's Invitation to Bid. The Purchasing Department released Invitation to Bid #918 to procure an agreement for the time frame of January 1, 2014 through June 30, 2016, with options to renew for two 12-month periods. Notices of the opportunity to bid were direct mailed to 18 contracts. Another 75 were contacted through the web-based Georgia Procurement Registry. Additionally, invitations were extended via Fayette News, Georgia Local Government Access Marketplace, and Channel 23. Three vendors submitted bids of which one was disqualified.

Both Foley Products Company and Hanson Pipe & Precast, Inc. are recommended for award of Bid #918. Foley Products Company is recommended to supply items 8, 9, 11-13, 15, 18-45, 48 and 49. Hanson Pipe & Precast, Inc. is recommended to supply items 1-7, 10, 14, 16, and 17. By splitting the award as recommended, the aggregate amount of this award is lower than the extended prices of total bids received. The Road Department has recently revised its planned usage of the products, accounting for the "not-to-exceed" amounts being less than the bid's extended costs. Fuel and delivery charges may apply.

What action are you seeking from the Board of Commissioners?

Approval of staff's recommendation to award Bid #918- Pre-Cast Concrete Products to low-bidders Foley Products Company and Hanson Pipe & Precast, Inc, with an aggregate not-to-exceed amount of $270,000.00, and with options to renew for two twelve-month periods.

If this item requires funding, please describe:

Funding is provided in the Road Department's M&O Budget (10040220-531172), SPLOST Projects, and CIP project accounts.

Has this request been considered within the past two years?	No	If so, when?	
Is Audio-Visual Equipment Required for this Request?*	No	Backup Provided with Request?	Yes

**** All audio-visual material must be submitted to the County Clerk's Office no later than 48 hours prior to the meeting. It is also your department's responsibility to ensure all third-party audio-visual material is submitted at least 48 hours in advance.***

Approved by Finance	Yes	Reviewed by Legal	
Approved by Purchasing	Yes	County Clerk's Approval	Yes
Administrator's Approval			

Staff Notes:

The previous contract was first awarded in May 2013 and then extended effective January 2014 for twelve months at he same rate. Low bids for the upcoming contract are considerably higher, with an overall 35% increase in the average unit price. When investigated, one vendor reported that their concrete suppliers have increased prices significantly. The vendor stated that there is a consolidation in the industry and that his previous supplier was bought by another company.

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To: Steve Rapson

From: Ted L. Burgess

Date: October 8, 2014

Subject: Bid #918 – Annual Contract for Pre-Cast Concrete Products

Each year, the Road Department contracts for the purchase of various pre-cast concrete products. These include reinforced pipe, flared end sections and headwalls to use at each end of the pipe, and box culverts for various uses. With the various sizes of these products needed, a total of 49 items are included in this year's Invitation to Bid.

The Purchasing Department released Invitation to Bid #918 to procure an agreement for the time frame of January 1, 2014 through June 30, 2016, with options to renew for two 12-month periods. Notices of the opportunity to bid were direct-mailed to 18 contractors. Another 75 were contacted through the web-based Georgia Procurement Registry. In addition, invitations were extended via the Fayette News, the county website, Georgia Local Government Access Marketplace (www.glga.org), and Channel 23. Three vendors submitted bids (please see the attachment).

In the Invitation to Bid's Specifications Section, Item #2 says, "All products listed in this bid must be from a source listed in Georgia Department of Transportation's *QPL-4: Concrete Pipe, Precast Manhole Units, Culverts and Miscellaneous Precast Producers*." One bidder (F.M. Shelton, Inc.) was found to not be on the QPL-4 list, so that bid was disqualified.

The two remaining bidders have locations in Georgia. There are a number of providers of precast concrete products but the majority of them are located outside the state. Due to the size and weight of the products, transportation costs make it difficult for them to compete.

There is another Georgia company – located in Stockbridge – that makes these products. They were unaware of the solicitation, therefore did not bid. The Purchasing Department worked with them to register on the county's bidders list and the state's e-procurement list, so that they will be aware of future opportunities.

The previous contract was first awarded in May 2013, then extended effective January 2014 for 12 months at the same prices. Low bids for the upcoming contract are considerably higher, with an overall 35% increase in the average unit price. When we investigated, one vendor reported that their concrete suppliers have increased prices significantly. He said that there is a

consolidation occurring in that industry, and that his previous supplier was bought by another company.

The Road Department recommends award of the lowest bids for each of the two remaining bidders as follows:

Foley Products Company	$180,000
Hanson Pipe & Precast, Inc.	90,000
Total Awards	$270,000

The total of these amounts is lower than the extended prices of total bids received. The Road Department has recently revised its planned usage of the products, which accounts for the not-to-exceed amounts being less than the bids' extended costs.

As shown on the attached list of bid prices, both vendors included a delivery charge for small orders (under 12 tons for Foley Products or under 10 tons for Hanson Pipe). The Road Department states that they plan delivers so that, to the extent possible, they avoid these delivery charges. Any impact for price comparison would be minimal.

Foley Products included a fuel surcharge of $35.00 per delivery. While it will be added to the price for any delivery, the Road Department's delivery planning will minimize the total impact of the surcharge.

The Purchasing Department supports the Road Department's recommendations.

Attachment

Invitation to Bid #918, Precast Concrete Products

ITEM NO.	ITEM	UOM	EST QTY	*Last FY Unit Price*	F.M. SHELTON INC. UNIT PRICE	F.M. SHELTON INC. EXTENDED	FOLEY PRODUCTS UNIT PRICE	FOLEY PRODUCTS EXTENDED	HANSON PIPE & UNIT PRICE	HANSON PIPE & EXTENDED	*Change: 2014 to rec. 2015*
1	15" Reinforced Concrete Pipe, Class 3	foot	96	*9.91*	$13.21	$1,268.16	$11.44	$1,098.24	$10.80	$1,036.80	*9%*
2	18" Reinforced Concrete Pipe, Class 3	foot	320	*12.03*	$16.03	$5,129.60	$13.88	$4,441.60	$13.67	$4,374.40	*14%*
3	24" Reinforced Concrete Pipe, Class 3	foot	320	*17.88*	$23.83	$7,625.60	$20.63	$6,601.60	$20.28	$6,489.60	*13%*
4	30" Reinforced Concrete Pipe, Class 3	foot	240	*26.00*	$34.22	$8,212.80	$29.63	$7,111.20	$28.44	$6,825.60	*9%*
5	36" Reinforced Concrete Pipe, Class 3	foot	240	*34.00*	$44.83	$10,759.20	$38.81	$9,314.40	$38.80	$9,312.00	*14%*
6	42" Reinforced Concrete Pipe, Class 3	foot	240	*44.00*	$59.53	$14,287.20	$51.54	$12,369.60	$49.39	$11,853.60	*12%*
7	48" Reinforced Concrete Pipe, Class 3	foot	192	*55.50*	$77.63	$14,904.96	$67.20	$12,902.40	$62.61	$12,021.12	*13%*
8	54" Reinforced Concrete Pipe, Class 3	foot	96	*70.50*	$99.81	$9,581.76	$86.42	$8,296.32	$100.41	$9,639.36	*23%*
9	60" Reinforced Concrete Pipe, Class 3	foot	96	*83.50*	$128.85	$12,369.60	$111.56	$10,709.76	$118.62	$11,387.52	*34%*
10	66" Reinforced Concrete Pipe, Class 3	foot	96	*109.50*	$188.34	$18,080.64	$163.07	$15,654.72	$147.65	$14,174.40	*35%*
11	72" Reinforced Concrete Pipe, Class 3	foot	96	*120.00*	$178.12	$17,099.52	$154.22	$14,805.12	$166.03	$15,938.88	*29%*
12	15" Flared End Section (GA DOT Std 1120)	ea	4	*275.00*	$340.73	$1,362.92	$295.00	$1,180.00	$310.00	$1,240.00	*7%*
13	18" Flared End Section (GA DOT Std 1120)	ea	6	*325.00*	$410.03	$2,460.18	$355.00	$2,130.00	$375.00	$2,250.00	*9%*
14	24" Flared End Section (GA DOT Std 1120)	ea	6	*415.00*	$525.35	$3,152.10	$455.00	$2,730.00	$448.00	$2,688.00	*8%*
15	30" Flared End Section (GA DOT Std 1120)	ea	6	*475.00*	$606.38	$3,638.28	$525.00	$3,150.00	$565.00	$3,390.00	*11%*
16	36" Flared End Section (GA DOT Std 1120)	ea	4	*815.00*	$1,033.73	$4,134.92	$895.00	$3,580.00	$708.00	$2,832.00	*-13%*
17	42" Flared End Section (GA DOT Std 1120)	ea	4	*1,220.00*	$1,553.48	$6,213.92	$1,345.00	$5,380.00	$815.00	$3,260.00	*-33%*
18	15" Headwall for RCP (GA DOT Std 1125)	ea	4	*235.00*	$258.00	$1,032.00	$294.00	$1,176.00	$620.00	$2,480.00	*25%*
19	18" Headwall for RCP (GA DOT Std 1125)	ea	6	*240.00*	$262.80	$1,576.80	$401.00	$2,406.00	$620.00	$3,720.00	*67%*
20	24" Headwall for RCP (GA DOT Std 1125)	ea	6	*294.00*	$300.00	$1,800.00	$470.00	$2,820.00	$760.00	$4,560.00	*60%*
21	30" Headwall for RCP (GA DOT Std 1125)	ea	6	*401.00*	$474.00	$2,844.00	$649.00	$3,894.00	$760.00	$4,560.00	*62%*
22	36" Headwall for RCP (GA DOT Std 1125)	ea	6	*470.00*	$672.00	$4,032.00	$649.00	$3,894.00	$1,260.00	$7,560.00	*38%*
23	42" Headwall for RCP (GA DOT Std 1125)	ea	6	*649.00*	$938.00	$5,628.00	$895.00	$5,370.00	$1,690.00	$10,140.00	*38%*
24	48" Headwall for RCP (GA DOT Std 1125)	ea	6	*660.00*	$938.00	$5,628.00	$895.00	$5,370.00	$1,710.00	$10,260.00	*36%*
25	54" Headwall for RCP (GA DOT Std 1125)	ea	2	*895.00*	$1,118.35	$2,236.70	$1,067.00	$2,134.00	$1,995.00	$3,990.00	*19%*
26	60" Headwall for RCP (GA DOT Std 1125)	ea	2	*925.00*	$1,320.00	$2,640.00	$1,067.00	$2,134.00	$2,115.00	$4,230.00	*15%*
27	66" Headwall for RCP (GA DOT Std 1125)	ea	2	*1,100.00*	$2,124.65	$4,249.30	$2,033.00	$4,066.00	$5,580.00	$11,160.00	*85%*
28	72" Headwall for RCP (GA DOT Std 1125)	ea	2	*1,100.00*	$2,124.65	$4,249.30	$2,033.00	$4,066.00	$5,580.00	$11,160.00	*85%*
29	6' Span x 3' Rise Precast Concrete Box Culvert	foot	48	*na*	$292.78	$14,053.44	$290.00	$13,920.00	$355.00	$17,040.00	*na*
30	6' Span x 4' Rise Precast Concrete Box Culvert	foot	48	*275.00*	$316.40	$15,187.20	$315.00	$15,120.00	$395.00	$18,960.00	*15%*
31	6' Span x 5' Rise Precast Concrete Box Culvert	foot	48	*295.00*	$340.03	$16,321.44	$335.00	$16,080.00	$426.00	$20,448.00	*14%*
32	6' Span x 6' Rise Precast Concrete Box Culvert	foot	48	*315.00*	$363.66	$17,455.68	$365.00	$17,520.00	$457.00	$21,936.00	*16%*
33	7' Span x 3' Rise Precast Concrete Box Culvert	foot	48	*na*	$346.50	$16,632.00	$365.00	$17,520.00		$0.00	*na*
34	7' Span x 4' Rise Precast Concrete Box Culvert	foot	48	*338.00*	$373.50	$17,928.00	$390.00	$18,720.00		$0.00	*15%*

ITEM NO.	ITEM	UOM	EST QTY	*Last FY Unit Price*	F.M. SHELTON INC. UNIT PRICE	F.M. SHELTON INC. EXTENDED	FOLEY PRODUCTS UNIT PRICE	FOLEY PRODUCTS EXTENDED	HANSON PIPE & UNIT PRICE	HANSON PIPE & EXTENDED	*Change: 2014 to rec. 2015*
35	7' Span x 5' Rise Precast Concrete Box Culvert	foot	48	*365.00*	$400.50	$19,224.00	$415.00	$19,920.00		$0.00	*14%*
36	7' Span x 6' Rise Precast Concrete Box Culvert	foot	48	*385.00*	$427.50	$20,520.00	$440.00	$21,120.00		$0.00	*14%*
37	7' Span x 7' Rise Precast Concrete Box Culvert	foot	48	*410.00*	$454.50	$21,816.00	$465.00	$22,320.00		$0.00	*13%*
38	8' Span x 3' Rise Precast Concrete Box Culvert	foot	48	*na*	$373.50	$17,928.00	$390.00	$18,720.00	$483.00	$23,184.00	*na*
39	8' Span x 4' Rise Precast Concrete Box Culvert	foot	48	*365.00*	$400.50	$19,224.00	$415.00	$19,920.00	$518.00	$24,864.00	*14%*
40	8' Span x 5' Rise Precast Concrete Box Culvert	foot	48	*385.00*	$427.50	$20,520.00	$440.00	$21,120.00	$553.00	$26,544.00	*14%*
41	8' Span x 6' Rise Precast Concrete Box Culvert	foot	48	*410.00*	$454.50	$21,816.00	$465.00	$22,320.00	$588.00	$28,224.00	*13%*
42	8' Span x 7' Rise Precast Concrete Box Culvert	foot	48	*438.00*	$481.50	$23,112.00	$490.00	$23,520.00		$0.00	*12%*
43	8' Span x 8' Rise Precast Concrete Box Culvert	foot	48	*463.00*	$508.50	$24,408.00	$515.00	$24,720.00	$658.00	$31,584.00	*11%*
44	48" Diameter Round Manhole base section	vertical ft	48	*na*	$88.80	$4,262.40	$85.00	$4,080.00	$124.20	$5,961.60	*na*
45	48" Diameter Round Manhole Riser section	vertical ft	48	*na*	$73.20	$3,513.60	$70.00	$3,360.00	$77.40	$3,715.20	*na*
46	60" Diameter Round Manhole base section	vertical ft	48	*na*	$125.98	$6,047.04	$120.00	$5,760.00	$201.40	$9,667.20	*na*
47	60" Diameter Round Manhole Riser section	vertical ft	48	*na*	$140.75	$6,756.00	$135.00	$6,480.00	$123.50	$5,928.00	*na*
48	48" Round to Square Adapter	each	5	*na*	$156.50	$782.50	$150.00	$750.00	$165.60	$828.00	*na*
49	60" Round to Square Adapter	each	5	*na*	$266.75	$1,333.75	$255.00	$1,275.00	$267.90	$1,339.50	*na*
50	Delivery/Freight/Fuel Charge, if any, for each delivery less than 10 tons	per order	n/a		$225.00		$250 delivery less than 12 tons		$195 per delivery less than 10 tons		
51	Fuel service charge				n/a		$35 per delivery		n/a		
	TOTAL EXCLUDING DELIVERY FEE				**$485,038.51**		**$473,049.96**		**$432,756.78**		
Overall Unit Price Changes - From FY 2014 to Recommended 2015				*15,520.82*			*$18,635.20*		*$2,342.64*		*35%*

NOTES:
It was determined that F.M. Shelton is not listed in the Georgia DOT's Qualified Products List, QPL-4: Concrete Pipe, Precast Manhole Units, Culverts and Miscellaneous Precast Producers. This was stipulated as a requirement in the Invitation to Bid.

Low bids for items 46 and 47 were submitted by different vendors. Item 46, the base section, is the bottom of a "box." Item 47 is a riser which is placed above the base. When made by different manufacturers, they may not be an exact fit. It was decided to not award these two items, but instead to obtain competing prices on the open market as needed.