



**SANTA ROSA COUNTY
PUBLIC WORKS DEPARTMENT**

STEPHEN FURMAN
Director
stephenf@santarosa.fl.gov

6075 Old Bagdad Highway | Milton, Florida 32583

MEMORANDUM

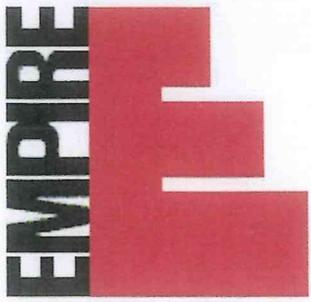
TO: Tony Gomillion, County Administrator
FROM: Stephen Furman, Public Works Director 
DATE: Oct. 31, 2016
SUBJECT: Dump Truck Purchase Discussion

RECOMMENDATION

Discussion of purchasing two (2) 66,000 GVWR tandem dump trucks, with extended warranties, from Empire Truck Sales in the amount of \$276,836.00; based on being the sole bidder meeting specifications from our June 21, 2016 bid request. Funding will be from the Road and Bridge Reserves.

BACKGROUND

Santa Rosa County requested competitive bids for dump trucks in June 2016. Empire Truck Sales was the sole bidder meeting specifications. The BCC awarded the purchase of two trucks to Empire Truck Sales in the amount of \$276,836.00 at the June 27, 2016 meeting. The Road and Bridge Capital Equipment List for the FY 16-17 Budget Year allocates for the purchase of two additional dump trucks. Empire Truck Sales has extended their bid price from June, to allow us to purchase two additional trucks. Based on their being the sole bidder in June, we request the opportunity to accept their offer and to purchase the two new trucks under the previously approved terms.



8807 Paul Star Drive
Pensacola, Fl. 32514
850.478.0031
Cell 334-201-7529
Open 7 days a Week 6 to 6

Oct. 31, 2016

*Tom Collins
Santa Rosa County Commission
Milton Fl. 32570*

Dear Tom:

We, *Empire Truck Sales, LLC*, appreciate the opportunity to quote you on your new truck equipment needs.

We will Honor Last Truck Pricing and Specifications will be the same only Difference will be 2018 Model and if you order 2 or more.

Price Each \$138,418.00

Once again Tom, we sincerely appreciate your interest in Western Star trucks and Empire Truck Sales, LLC. And we look forward to assisting you with all aspects of your new truck equipment needs. If you have any questions or concerns, please do not hesitate to contact me.

Sincerely,
Empire Truck Sales, LLC.

A handwritten signature in blue ink that reads "Buster Slay". The signature is stylized and cursive.

Buster Slay



Department of Public Works
SANTA ROSA COUNTY, FLORIDA
Milton, Florida 32583

Glenn Bailey
Asst. Public Works Director
6075 Old Bagdad Hwy.

Stephen L. Furman P.E.
Director of Public Works
6075 Old Bagdad Hwy.
(850) 626-0191
Fax 623-1331

Thad Allen
Superintendent
Building Maintenance/Parks
P.O. Box 864
623-1569 • 939-1877

MEMORANDUM

TO: Tony Gomillion, County Administrator

FROM: Stephen Furman, Public Works Director

DATE: June 24, 2016

SUBJECT: Purchase of Two Dump trucks for the Road and Bridge Department

RECOMMENDATION

Recommend purchasing two 66,000 GVWR tandem dump trucks, with extended warranties, from Empire Truck Sales in the amount of \$ 276,836.00 as the sole bidder meeting specifications. Funding will be from Road and Bridge Reserves.

BACKGROUND

The Road and Bridge Department's fleet of dump trucks are aging beyond safe and useful limits. In an effort to increase safety, productivity, and to reduce downtime and maintenance costs, we will be proposing that new dump trucks be purchased each year until the fleet is updated. This purchase is for two (2) Western Star trucks. Bids were solicited through the County Procurement Department, and Empire Truck Sales was the sole bidder.



**SANTA ROSA COUNTY
PROCUREMENT DEPARTMENT**

6495 Caroline Street, Suite J | Milton, Florida 32570

DAVID KING
davidk@santarosa.fl.gov

**BID OPENING
June 21, 2016**

**Santa Rosa County Procurement Conference Room
Milton, Florida**

Present: For Santa Rosa County:

Dave King - Procurement Officer; Henry Brewton - Sr. Budget Manager; Tom Collins - Fleet & Facility Manager

Others in attendance:

Buster Slay - Empire Truck Sales
Dewayne Walther - Bill Walther Construction

The meeting took place at 10:00 a.m.

The purpose of the meeting was to receive bids for Tandem Dump Truck Lease, Housing Rehabilitation at 5246 San Miguel St and King Middle/Glover Ln Sidewalk Design projects.

The following were received:

Tandem Dump Truck Lease

Bid # 2016-039:

- | | | |
|-----------------------------------|-----------------------|-----------------------|
| 1. Empire Truck Sales | | \$133,774.00 each |
| Lease Options per yr: | 3 Years - \$93,942.39 | 4 Years - \$71,408.80 |
| 2. Gulf Coast Truck and Equipment | | No Bid |

Housing Rehab @ 5246 San Miguel Ave

Bid # 2016-041:

- | | | |
|------------------------------|-----------------|---------------|
| 1. Wolfe Construction | | \$18,535.00 |
| Addendums | #1 - \$1,785.00 | #2 - \$0.00 |
| 2. Bill Walther Construction | | \$22,620.00 |
| Addendums | #1 - \$3,300.00 | #2 - \$900.00 |

King Middle/Glover Ln Sidewalk Design

Bid # 2016-044:

- | | | |
|------------|--|----------|
| 1. DRMP | | Received |
| 2. Volkert | | Received |

66,000-GVWR TANDEM DUMP TRUCK

Santa Rosa County Public Works Department
6075 Old Bagdad Highway
Milton, Florida 32583

Date: JUNE 17th 2016

Dear Sir:

The undersigned agrees to furnish the item as requested by you for Santa Rosa County in your Request for Proposal and certifies that the equipment meets or exceeds the specifications called for, except as set out in "Exceptions and Conditions" and attached to this form.

Make and Model of Equipment 2017 WESTERN STAR 4700 with Ox Body

Name & Address of Company : EMPIRE TRUCK SALES LLC
8807 PAUL STARR DRIVE Pensacola, FL 32514

Purchase Price FOB Milton, Florida:

66,000-GVWR TANDEM DUMP TRUCK \$ 133,774.⁰⁰ - EACH

Delivery Date Must Be Specified 90 to 120 DAYS

B. Hly EUSTERSIAY
Company Representative Signature

850-478-0031

Telephone

EXCEPTIONS AND CONDITIONS:

COMMENTS: PRICE Includes 4 Full Service Oil Changes @ 25,000 Miles AND 5 YEARS Towing. Vehicle WARRANTY Basic 1yr. Engine 2 years, TRANSMISSION 3yrs. AXLES 2 years. OPTIONAL WARRANTIES ON DIFFERENT QUOTE ENCLOSED.

PARTS AND SERVICE OPEN 7 DAYS A WEEK 6 to 6. EXCLUDING HOLIDAYS. PARTS ARE IN STOCK BUT SPECIAL ORDERS AVAILABLE NATIONWIDE WITHIN

48 Hours. WE WILL PICKUP AND DELIVER. NO REPLACEMENT UNIT AVAILABLE

ALSO WE DO NOT SELL INSURANCE IN FLORIDA. ENCLOSED CASE SAMPLE HAS A

NON FUNDING CLAUSE. NO BUY BACK AVAILABLE.

TRUCK COVERAGES

<input type="checkbox"/> TC1 (Base)	Front Suspension, Rear Suspension, Air Intake System, Ignition System, Charging System, Crankline System, Charge Air Cooler, Air Conditioning, Heating	
TC2	INCLUDES EVERYTHING IN TC1, PLUS:	Cooling, Drive Shafts
TC3	INCLUDES EVERYTHING IN TC2, PLUS:	Brakes, Wiring, Fuel System
<input checked="" type="checkbox"/> TC4 (Premium)	INCLUDES EVERYTHING IN TC3, PLUS:	Steering, Exhaust System, ABS/Emissions, Supplemental Infr. Devices, Cab & Sheet Metal, Instruments & Transfer Case Mounts

5 YEARS 200,000 MILES \$5,105.00 EACH UNIT

ENGINE COVERAGES

EW1	Air Inlet Manifold, Air Intake Throttle Valve, Alternator Bracket, Belt Tensioner, Camshaft Assembly (including Seals), Cold Pipe Assembly, Connecting Rod Bearings & Bolts, Cooler Inlet Pipe, Crankcase Breather Oil Separator, Crankshaft Thrust Washer, Cylinders Block, Cylinder Head Assembly, Cylinder Head Gasket, Cylinder Liner, EGR System, Engine Mounted Sensors, Exhaust Manifold & Bellows, Fan Support Assembly, Flywheel Housing & Gasket, Fuel Filter Housing, Gear Case, Gear Train, Gear Train/Timing Case Gasket, High Pressure Fuel System & Lines, Integrated Engine Brake, Low Pressure Fuel Pump, Main Bearing, Main Bearings, MCM/GPC, Oil Cooler Housing & Gaskets, Oil Pan & Seals, Oil Press REG & Relief Valves, Oil Pump, Pistons (Rings, Pins, Retainers), Rocker Assembly, Rocker Cover & Seals, Thermostat Housing & Gasket, Turbo Compound Device & Coupling, Turbocharger, Outlet Elbow, Valves, Exhaust Intake, Valve Springs, Guide, Inserts, Vibration Damper, Water Pump (Excludes Water Pump Seal)	
EW2	INCLUDES EVERYTHING IN EW1, PLUS:	Air Compressor, Fuel Injectors, Turbocharger, Water Pump Seal
EW3	INCLUDES EVERYTHING IN EW2, PLUS:	Aftertreatment Control Module, Aftertreatment NO _x Sensors, Aftertreatment Pressure Sensors, Aftertreatment Temperature Sensors, DEF Pump/Metering Unit/Injection Unit, Electrical Harness & Connectors, Hydraulic bo, Hydrocarbon Injection Valve, Hydrocarbon Metering Unit, Seals, Front & Rear Crankshaft
EW4	INCLUDES EVERYTHING IN EW3, PLUS:	Aftertreatment System Mounting, Brackets & Clamps, Diesel Oxidation Catalyst & Housing, Diesel Particulate Housing, SCR Catalyst & Housing

5 YEARS 200,000 MILES 0 DOLL. \$3,775.00 EACH UNIT



ALLISON TRANS WARRANTY 5 YEARS UNLIMITED MILES \$869.00 EACH UNIT.

EXTENDED COVERAGE

REQUEST FOR PROPOSAL
FOR LEASE OF EQUIPMENT

COPY

Notice is hereby given that the Board of County Commissioners of Santa Rosa County, Florida is soliciting proposals for the lease of two 66,000-GVWR Tandem Dump Trucks. The successful provider shall enter into an agreement with Santa Rosa County which will detail the equipment to be provided, lease rate, maintenance agreement and length of lease; duration of the lease is contingent on annual budgetary funding.

All proposals must be in writing and delivered by hand or Fed Ex to the Santa Rosa County Procurement Department, 6495 Caroline Street Suite J, Milton, Florida, 32570; and must be received by 10:00 a.m., June 21, 2016. All proposals shall be sealed and clearly labeled, "RFP#16-039: Lease of Equipment". Submittals shall include one (1) original and eight (8) copies of the proposal. The proposal will be publicly opened at this time. Only proposals received by the aforesaid time and date will be considered. Proposals received after the time set for opening will be rejected and returned to the submitter.

Specifications may be secured from Santa Rosa County Website (www.santarosa.fl.gov/bids) or at the Santa Rosa County Procurement Department at the above address. Telephone (850) 983-1870

Questions concerning this request should be directed to Mr. Tom Collins at (850) 981-7151.

The Board of County Commissioners reserves the right to waive irregularities in RFP's, to reject any or all RFP's with or without cause, and to award the proposal that it determines to be in the best interest of Santa Rosa County.

Santa Rosa County Board of County Commissioners encourages all segments of the business community to participate in its procurement opportunities, including small businesses, minority/women owned businesses, and disadvantaged business enterprises. The Board does not discriminate on the basis of race, color, national origin, sex, religion, age, or handicapped status in employment or provision of service.

By order of the Board of County Commissioners of Santa Rosa County, Florida

LEGAL NOTICE

One Issue – May 18, 2016 – Press Gazette, May 19, 2016 Navarre Press, May 19, 2016 – Gulf Breeze News, May 20, 2016 - South Santa Rosa News

Bill and Proof of Publication to Santa Rosa County Procurement Department, Attention: Dave King, 6495 Caroline Street; Suite J, Milton, Florida 32570

GENERAL INFORMATION

1. Santa Rosa County is interested in comparing a fixed price lease option, Governmental lease option, and Buy back/Swap agreement to a purchase price for two 66,000-GVWR Tandem Dump Trucks. Each company is asked to provide the purchase price as well as the details of their particular lease options / Buy back/swap programs. For the purpose of this calculation, consider the trucks to have only normal wear and tear usage with an annual mileage of 25,000 miles or less. The county is interested in both 36 month and 48 month lease options.
2. Each company shall provide any/all insurance requirements associated with their lease program. Additionally, they shall provide a quote to purchase required insurance through their company (if available), and all information required for Santa Rosa County to obtain its own insurance.

MINIMUM SPECIFICATIONS
66,000-GVWR Tandem Dump Truck

General:

It is the intent of these specifications to describe a 66,000-GVWR Tandem Dump Truck in sufficient detail to secure proposals for comparable equipment. All integral parts not specifically mentioned in the scope of these specifications which are necessary to provide a complete and operational 66,000-GVWR Tandem Dump Truck, shall be furnished. The truck shall include all standard manufacturers' equipment and shall conform in strength and quality of material and workmanship to what is usually provided to the trade in general. The Truck shall be the latest model, new, currently advertised, heavy-duty standard production unit with all standard equipment.

Any units not conforming to the intent of these specifications may be rejected, and it will be the responsibility of the manufacturer to conform to the requirements unless any/all exceptions to these specifications have been specifically cited by the company and acceptance made on the basis of the exception. The Manufacturer is required to meet or exceed each and every item listed below.

Engine:

- Minimum 445 HP @1800 RPM
- 6 cylinder wet sleeve
- Air intake single dry element
- Factory installed engine brake
- Full diagnostic capability
- Single vertical exhaust with heat shield with bright finish
- 12 volt system with fuse circuit breaker
- 160 amp alternator
- 18.0 cfm air compressor
- 13 gl. DEF tank with automatic regeneration system
- Fuel/water separator with 2 engine mounted fuel filters
- Extended life anti-freeze
- 1500 square inch radiator with bug screen

Transmission:

- Allison 4500 rugged duty 6 speed automatic
- Transmission oil cooler
- Sufficient clearance for P.T.O. mounting

Front Axle:

- Set forward front axle
- 20,000 lb. front axle

- 20,000 lb. lead spring suspension with bronze bushings
- Front shocks, 16.5x6 brakes, cast iron drums with dust shields
- 50W synthetic front hub lube with vented caps

Rear Axle:

- 46,000 lb. tandem rear axle with oil pump for differentials
- 4.56 gear ratio driver controlled differential lock on both differential with buzzer and indicators
- Hendrickson, Chalmers, Tufftrail or Camel Back rear spring suspension
- Rear shocks and transverse control rods
- 4 brake chambers 30/30 with dust shields with rear chambers forward
- 16.5 x 7q+ brake shoes
- Frame mounted air dryer

Wheelbase and Frame:

- Set forward axle design wheelbase 220-226
- 11/32 x 1/2 x 10-15/16 inch steel frame
- 1/4" C channel inter frame reinforcement. No less than RMB-3,217,200
- Grade 8 threaded frame fasteners with heavy duty cross members
- 12" chrome steel bumper with tow hooks
- Minimum 100 gallon fuel tank

Tires and Wheels:

- Front, 425/75R22.5 Bridgestone or equivalent (preferred)
- Rear, 11R24.5 Bridgestone or equivalent (preferred)
- Manufacturers standard front wheels and tires sized appropriately for unit
- Manufacturers standard rear wheels and tires sized appropriately for unit

Cab Interior and Exterior:

- Galvanized steel cab designed for construction applications with galvanized steel doors and exterior mounted sun visor
- Stationary bright finish grille
- Dual air horns
- Exterior mirrors, heated West Coast style, left and right, with 8 inch bright finish convex mirrors attached to lower arms, left and right mirror arms and brackets shall be stainless steel
- Complete climate control with R134A air conditioning to include front and side window defrost
- Left and right interior sun visors
- High back air ride driver seat with dual arm rests and non-suspension passenger seat
- Three point seat belt on each side
- DOT fire extinguisher and triangle kit

- Dash Gauges – voltmeter, engine coolant temperature, engine oil pressure, engine oil temperature, fuel level and electronic speedometer with trip odometer, electronic tachometer with hour meter and transmission oil temperature gauge
- AM/FM radio and speakers, power and ground for two way radio leads with mounting plate on top of dash with Bluetooth
- Grab handles, stainless steel, right and left side
- Tilt and telescoping steering wheel
- Electronic windshield wipers with two speed motor, intermittent wiper control and under hood mounted washer
- Self-canceling turn signals

Paint:

- Cab – White
- Frame – Black
- Wheels – White
- Dump Body – Black

Dump Body:

- OxBodies, Inc. "Maverick" Style, no exceptions
- Hoist: 6" diameter telescoping hoist, 1248912-74135
- Frame: 2x8 RT w/ 1.5x3 RT xmem on 12 CL
- Rear Style: Straight
- Front Exhaust Notch: None
- Side Height Front: 48" 10 Gauge
- Side Height Rear: 48"
- Rear Height: 56" 7 gauge
- Front Material: 10 Gauge
- Floor Material: 7 Gauge
- Cab Shield: Standard
- Cab Shield Projection: 24"
- Cab Shield Width: 85"
- Tarp Style: Mountain Tarp
- Tailgate Type: 2-Way
- Sealed Tailgate: No
- Coal Shute: None
- Tailgate Operation: Air
- Tailgate Bracing Style: 2 Horizontal (TG height 55" to 64")
- Horizontal Side Brace: Yes
- Side Top Rail Style: Standard 4x4 11 Gauge
- Tread Plate Aluminum Bottom Rail: No
- Polished Aluminum Insulation Side/Front: No
- Dump Assist Vibrator: None

- Dump Apron: Schedule #80 – 10"
- Side Light Cutouts: Lower Front/Rear Clearance
- Cab Shield Cutouts: 1 Set
- Metro Light Cutouts: 1 Set
- Dirt Shedding Angle: No
- Board Holder Height: 8"
- ID 85"

Truck:

- Truck Body: Installed
- Hydraulic Tank: Pyramid Flat Bottom Standard, 1250596
- Rear Hinge: Removable Pin
- Cab Controls: Automatic Transmission: Yes
- Pump: Automatic Transmission – Yes
- PTO: Automatic Transmission – Yes
- Mud Flaps: 30" Standard Mud Flaps w/GG
- Backup Alarm: Backup Alarm 1248915
- Side Light Quantity: Lower Front – Amber / Rear Clearance – Red
- Cab Shield Light Quantity: 1 Set Amber
- Metro Light Quantity: 1 Set Red
- Tarp: Flip, Electric Mount Mesh 1249365

Additional Equipment: None

Warranty:

Manufacturer's standard warranty shall be clearly stated. In addition to the manufacturer's standard warranty, bidder is asked to submit an option indicating the price to fully cover trucks through full lease term selected by Santa Rosa County. Items included in warranty should be clearly identified. If during warranty period the truck cannot be repaired to full operating status within 72 hours a replacement truck shall be provided by the successful company at no cost to the county.

It will be the responsibility of the successful company to transport the trucks to and from the Road & Bridge Department to perform all warranty work at no cost to Santa Rosa County.

Repair Parts & Service:

Since the continuous operation of the trucks is of the utmost importance and sometimes of an emergency nature, it is necessary that the successful company be in a position to render prompt parts and service. The successful company shall maintain and/or have access to parts inventory within 75 miles of Milton, Florida. Said parts inventory shall be of sufficient size and variety to offer a level of parts availability of 95% within 48 hours from time of order by customer. Availability of normal maintenance items such as filters, vee belts, hydraulic lines and hoses shall not exceed 24 hours. RFP shall include their proposed program for parts and

service availability for evaluation. Review of the company's ability to provide prompt parts and service will be used in determining the successful company.

Manuals:

Successful company shall provide two copies of Operator's Manual and two copies of current parts and repair manuals, in either hard copy or disc, or both.

DAIMLER

COPY Daimler Truck Financial

June 17, 2016

Mercedes-Benz Financial Services USA LLC, is pleased to offer the following proposal to finance the acquisition of various vehicles by Santa Rosa County.

Lessee: Santa Rosa County
Issue Type: Tax-exempt installment financing of various equipment, subject to annual appropriation
Equipment Type: (2) New Western Star
Amount Financed: \$267,548.00

	<u>Option 1</u>	<u>Option 2</u>
Term:	3 yrs/annual/Arrears	4 yrs/annual/Arrears
Rate:	2.65%	2.67%
Payment:	\$93,942.39	\$71,408.80

The Quoted Interest Rate assumes the Lessee designates the lease as "Bank-Qualified" pursuant to Section 265(b) of the IRS Code.

Subject to credit qualification and based on the terms described above, MBFS is quoting the Interest Rates as shown in the tables provided above. This quote and the Interest Rates stated herein expires as of the Date shown on this pricing quote and shall have no effect on any prior documentation signed by the parties. This pricing quote is not a commitment and is subject to credit approval by MBFS; credit qualification based on the terms of the transaction; verification of eligibility for tax-exempt financing; and mutually agreeable documentation executed and submitted to MBFS for funding. Any subsequent pricing quote, Commitment Letter or documentation executed by the parties will supersede and replace this pricing quote.

No changes in federal or applicable state or local tax law, regulations, case law, rulings, or other interpretations by the Internal Revenue Service that would affect any Federal, State or Local tax benefits are assumed in determining the above Quote.

LEGAL OPINION: The Lessee's Counsel shall furnish MBFS with an opinion covering this transaction and the documents used herein. This Opinion shall be in a form and substance satisfactory to MBFS.

This rate expires on July 16, 2016.

I look forward to working with you on this transaction.

Sincerely,

Gwen Mincey
Daimler Truck Financial

*****TFFF2494 (11/14/2010)

Daimler Truck Financial
13650 Heritage Parkway
Fort Worth, TX 76177
www.daimler-truckfinancial.com