

**Lee County Board Of County Commissioners  
Agenda Item Summary**

**Blue Sheet No. 20060782**

**1. ACTION REQUESTED/PURPOSE:** Approve award of formal quotation (RFP B&R 2661-SM162) and issuance of a purchase order to Delta Ducan, Inc., the low price proposer, meeting all specification requirements for dolomitic lime storage equipment in an amount of \$191,775.00, including \$9,100.00 for optional lighting and electrical outlets to be exercised if necessary.

**2. WHAT ACTION ACCOMPLISHES:** Provides the necessary dolomitic lime storage equipment for the Waste To Energy Expansion Project.

**3. MANAGEMENT RECOMMENDATION:** Staff recommends approval of the requested motion.

**4. Departmental Category:** 8

**C8B**

**5. Meeting Date:** 6/27/06

**6. Agenda:**  
 Consent  
 Administrative  
 Appeals  
 Public  
 Walk-On

**7. Requirement/Purpose: (specify)**  
 Statute  
 Ordinance  
 Admin. Code AC 4-1  
 Other

**8. Request Initiated:**  
 Commissioner \_\_\_\_\_  
 Department Public Works  
 Division Solid Waste  
 By: Lindsey J. Sampson

*Lindsey J. Sampson*

**9. Background:**

Please note that additional lime handling and delivery equipment will likely be purchased from this company in the near future.

Sealed quotes were received by the County's design engineer, Burns & Roe, on behalf of the Solid Waste Division on July 28, 5005. On that date three responses were received. After review, recommendation was made to award to the low-priced proposer meeting all specification requirements.

Funds are available in account string: 200923 401 ~~51~~.506540

Attachments: Burns & Roe revised bid evaluation dated 6/5/06  
 Bid Abstract and Pricing summary Sheets  
 Covanta recommendation letter dated 6/5/06.

**10. Review for Scheduling:**

Department Director	Purchasing or Contracts	Human Resources	Other	County Attorney	Budget Services			County Manager/P.W. Director
					Analyst	Risk	Grants	Mgr.
<i>Jamdy 6-9-06</i>	NA per JS.	NA	<i>6/12/06</i>	<i>S. Smith 6/12/06</i>	<i>6/12/06 12:00</i>	<i>MR 6-14-06</i>	<i>6/12/06</i>	<i>6/14/06</i>
								<i>Jamdy 6-9-06</i>

**11. Commission Action:**

- Approved
- Deferred
- Denied
- Other

RECEIVED BY COUNTY ADMIN: <i>6/12/06 12:30 P.</i>
COUNTY ADMIN FORWARDED TO: <i>6/15/06</i>

Rec. by CoAtty
Date: <i>6/12/06</i>
Time: <i>8:30 AM</i>
Forwarded To: <i>Adm. Mgr. 6/12/06</i>



June 5, 2006

Deleted: April 13, 2005

**LEE COUNTY  
WTE EXPANSION PROJECT  
FORT MYERS, FLORIDA  
RFP 2661-SM-162  
Dolomitic Lime System  
BID EVALUATION**

Burns and Roe Enterprises, acting on behalf of Lee County, issued Request for Proposal No. (RFP) 2661-SE-162 "Dolomitic Lime System" for the supply of equipment. RFP was issued to the following pre-approved bidders: DeltaDucon; Shick USA; Chemco Systems and Smoot Co.

The original RFP included the Silo and related equipment such as bin activators, valves, hoppers, etc. All reference to the conveying system was deleted from the specification and not included in the original RFP.

Bids were received from Delta Ducon, Chemco, and Shick USA. Smoot declined to bid.

Subsequently determination was made to use a pneumatic conveying system. The technical specifications were modified to indicate a using a pneumatic conveying system and bidders requested to update proposals. Note, the actual pneumatic conveying equipment is not included in this modification.

Updated pricing was received from the three bidders and is shown on the attached bid abstract. Shick USA submission was late.

Pricing identified Delta Ducon as 35% lower than Shick and 44% lower than Chemco. As a result, efforts were concentrated on Delta Ducon's submission. Delta Ducon's was requested to updated specific technical items (see technical section) which resulted in a \$1,145 reduction to their submitted price.

**RECOMMENDATION:**

The recommended award of the Purchase Order is to DeltaDucon in the amount of \$\$191,775. Included in this amount is \$9,100 for silo lighting and outlets. The need for these items is yet to be determined. The \$9,100 should be included as an option to exercised by the County. This price is FOB Jobsite prepaid and allowed, and excludes Bonds and Sales Tax. **Note, this recommend price does not include the pneumatic conveying system.**

**Delta Ducon.**

Base Price, includes \$9,100 for silo lighting	\$192,920.
Technical Adjustments	-1,145.
Less lighting option	<u>-9,100.</u>
Sub Total	\$182,675.
Option	<u>9,100.</u>
<b>Recommended Award Price:</b>	<b>\$191,775.</b>

**BID EVALUATION 2661-SM155 "Dolomitic Lime System" (cont'd...)**

**COMMERCIAL EVALUATION:**

Due to the large variance in proposal pricing, commercial discussions were conducted with only Delta Ducon. Minor technical adjustments were required and included in this evaluation.

Delta Ducon base bid is with requirements for a pneumatic conveying system is \$192,920 (see 5/8/06 proposal). Technical adjustments to Delta's bid reduced the price by \$1,145 (see technical evaluation for details). Delta Ducon is providing the Carbon Feed System for the Project. Similar terms will apply to this Lime System purchase order.

-Payment terms are 10% with PO; 20% submittal of arrangement drawings (P&ID's, Silo arrangement); 70% delivery of equipment. Field support (\$5,900) will be billed separately as used.

-Delta Ducon accepts the Services/Goods Purchase Conditions as included in RFP.

-Five (5) days of Field Technical Supervision is included. Additional day rate is \$850/day.

-Required delivery of 9/30/06 is critical and based upon award date. Delta Ducon has committed to 9/30/06 based on 9/18/06 award. As award will be no sooner than 6/27/06, delivery may extend to early October. At time of award will pursue improvement to no later than 9/30/06.

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BID ABSTRACT		Dolomitic Lime system Silo and Associated Equipment (no Conveyors)				
Burns and Roe Enterprises, Inc.		1	2	3	4	5
W/O: 2661 Lee County Expansion Project REP 2661-SM-162 "Dolomitic Lime System" BUDGET: \$		Delta Ducon 5/9/06	Chemco 5/9/06	Shick USA 5/12/06		
ITEM	QTY UNIT	DESCRIPTION				
1	ea	Dolomitic Lime System No conveyors but Pneumatic interface				
		Silo	75,000	110,000		
		Related Equipment	89,165	134,629		Shick provide no breakdown
		Field Service	5,900	10,000		
		Freight	22,855	24,000		
		Sub Total with Pneumatic interface	192,920	278,629	262,295	
		base		+44%	-35%	
				no further Eval.	no further eval	
		Technical Adjustments:				
		Adder - increase inlet/outlet size	4,470			See Delta's 6/2/06 email
		Adder-Knife gate valve to 8"	1,215			not requested from other bidders
		Deduct - surge hopper and probe	-2,180			not requested from other bidders
		Deduct- local control panel	-4,950			not requested from other bidders
			191,775			
		Keep as option for lighting and outlets below silo.	9,100			if not required, deduct \$9,100 from price.
		Field Service				
		Approval Drawings				
		Delivery				
		PAYMENT TERMS				
		F.O.B. Delivered DESTINATION				
		Milestone Progress				
		yes				
		TECHNICALLY ACCEPTABLE				
		yes				
AWARD RECOMMENDATION: DeltaDucon						
REASON FOR RECOMMENDATION:						
TECHNICAL & PRICE						
PREPARED BY: D'Amico						
REVIEWED BY:						
DATE:						

COVANTA LEE COUNTY  
 LEE COUNTY RESOURCE RECOVERY FACILITY  
 WASTE TO ENERGY EXPANSION PROJECT

Date: May 12, 2006  
 By: P. Isoide

TECHNICAL BID EVALUATION  
 ATTACHMENT 4 - REVISED PRICING SUMMARY  
 RFP No. 2661-SM-162 DOLOMITIC LIME FEED SYSTEM

	Delta/Ducon	Chemco Systems	Shick USA
Silo	\$75,000.00	\$110,000.00	
Remaining Equipment	\$89,165.00	\$134,629.00	NOTE:
Freight (FOB Job site, Prepaid and Allowed)	\$22,855.00	\$24,000.00	SHICK USA DID NOT PROVIDE A REVISED QUOTATION
Field Technical Supervision During Installation (include all labor and subsistence Costs)	\$5,900.00	\$10,000.00	
No. of Days	5	5	
Spare Parts required for Start Up and Commissioning:	Later	N/A	
Lighting and Outlets	\$9,100.00*		
		<i>Less Technical Assistance</i>	
<b>TOTAL FIRM FIXED PRICE</b>	<b>\$192,920.00</b>	<b>\$278,629.00</b>	

\* Note the Delta/Ducon pricing total includes this \$9,100.00 for lighting and outlets beneath the silo. This can be deducted from the total cost prior to contract if it can be determined that area lighting, receptacles, etc. can cover the area beneath the silo.

COVANTA LEE COUNTY  
LEE COUNTY RESOURCE RECOVERY FACILITY  
WASTE TO ENERGY EXPANSION PROJECT

Date: June 5, 2006  
By: P. Isolde  
Revision 1

**TECHNICAL BID EVALUATION**  
**REQUEST FOR PROPOSAL No. 2661-SM-162**  
**DOLOMITIC LIME FEED SYSTEM (SILO PORTION)**  
**(Revised)**

**SUMMARY**

Based on the original bid evaluation and Covanta's review of same, additional questions and comments were generated for the low bidder, Delta/Ducon. These questions and comments were submitted to Delta/Ducon resulting in this revision to the bid evaluation.

The questions and comments included issues with the sizing of the silo outlet/bin activator inlet and associated equipment, revision to the feed rate, and additional clarifications to their original proposal.

Delta/Ducon has clarified questions raised regarding their original submittal and they have submitted adder and deduct pricing as required.

New revisions of Attachment 1, "Applicable Documents", Attachment 2, "Summary of Technical Exceptions and Clarifications", and Attachment 4, "Pricing Summary" are included in this evaluation to reflect the final offering from Delta/Ducon for the silo portion of the Dolomitic Lime Feed System.

Attachment 3, "Technical Comparison", has not been revised at this time since Delta/Ducon has not submitted revised data sheets.

**PRICING EVALUATION**

Please refer to revised Attachment 4 for the updated pricing evaluation of the Delta/Ducon revisions. Delta/Ducon's base price was \$192,920.00. Their adder to increase the silo outlet/bin activator inlet size to 7' and bin activator outlet size to 8" including the fixed feed rate of 1,750 lb/hr is \$4,470.00. Their corresponding increase of the knife gate size to 8" is \$1,215.00. They have also included price deducts of \$2,180.00 to delete the surge hopper and high level probe and add a rotary feeder support stand and 8" x 4" transition piece, and a deduct of \$4,650.00 to delete the local silo control panel. Their final proposal price, including adders and deducts, totals \$191,775.00.

This final pricing includes \$9,100.00 for lighting and convenience outlets beneath the silo, which may be exercised/deducted later upon determination of coverage by local area lighting and outlets. It also includes one week for installation supervision for the silo and accessories at this time. Additional time for startup and training for the overall system will be assessed later after submittal of proposals for the pneumatic portion of the system.

## **RECOMMENDATION**

The final responses to the questions/clarifications submitted by Delta/Ducon are technically acceptable. Delta/Ducon has included changes with price adders and deducts that result in a slight decrease in their overall price, still remaining considerably lower than either of the other bidders' offerings. It is, therefore, recommended that the silo portion of the dolomitic lime feed system be awarded to Delta/Ducon. Revised data sheets need to be submitted by Delta/Ducon for the final offering for inclusion in the contract.