



# DeKalb County Government

Manuel J. Maloof Center  
1300 Commerce Drive  
Decatur, Georgia 30030

## Agenda Item

File ID: 2018-2337

Substitute

11/5/2018

**Purchasing Type:** Low Bidders (LB)

**Public Hearing:** YES  NO

**Department:** Purchasing & Contracting

### AGENDA ITEM:

**Commission District(s):** All

LB – Invitation No. 18-100969 Lubricants (Annual Contract with 2 Options to Renew): for use by Public Works – Fleet Management and the Department of Watershed Management (DWM). Consists of the purchase of lubricants (motor oil, hydraulic fluids, transmission fluids, etc.) used for County vehicles and on-site equipment. Recommend award to the lowest, responsive and responsible bidders: Dilmar Oil Company, Lubrication Engineers, Inc., The McPherson Companies, Inc., Taylor Enterprises, Inc., Brewer Hendley Oil Co. and Northeast Lubricants, Ltd. Total Amount Not To Exceed: \$356,726.00.

**Information Contact:** Talisa Clark, CPPO

**Phone Number:** (404) 687-2797

### PURPOSE:

Consists of the purchase of lubricants used for County vehicles and on-site equipment. Seven (7) bids were received.

### RECOMMENDATION:

Recommend award to the lowest, responsive and responsible bidders:

Item Nos.: 2-4, 10, 13-15, 20, 32, 41-43 and 49

Dilmar Oil Company, 1951 W. Darlington St., Florence, SC 29501

Estimated Amount: \$72,855.00

Item Nos.: 28, 29, 33-37, 39, 40, 45, 52 and 53

Lubrication Engineers, Inc., 1919 E. Tulsa, Wichita, KS 67216

Estimated Amount: \$114,065.00

Item Nos.: 1, 5-9, 11, 12, 19, 22, 23 and 51

The McPherson Companies, Inc., 5051 Cardinal St., Trussville, AL 35173

Estimated Amount: \$101,931.00

Item Nos.: 21, 25-27, 44 and 46

Taylor Enterprises, Inc., 1166 Logan Circle, NW, Atlanta, GA 30318

Estimated Amount: \$7,847.00



# DeKalb County Government

Manuel J. Maloof Center  
1300 Commerce Drive  
Decatur, Georgia 30030

Item Nos.: 16-18  
Brewer Hindley Oil Co., 6434 Chupp Rd., Lithonia, GA 30058  
Estimated Amount: \$49,655.00

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Item Nos.: 24, 30, 31, 38 and 48  
Northeast Lubricants, Ltd., 4500 Renaissance Pkwy., Cleveland, OH 44128  
Estimated Amount: \$10,373.00

Total Amount Not To Exceed: \$356,726.00

## ADDITIONAL INFORMATION:

- |                                       |   |
|---------------------------------------|---|
| 1. Contract Effective Date:           | Date of Award   |
| 2. Contract Expiration Date:          | 1 year term with 2 options to renew                         |
| 3. Amount Spent On Previous Contract: | \$1,045,944.78  |
| 4. Funding:                           | Vehicle Maintenance (Fleet Management)<br>Operating – (DWM) |
| 5. Additional Bidder:                 |   |

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Boswell Oil Co.  
150 Floyd Dr.  
Athens, GA 30607

## AGENDA NOTES

<b>Solicitation Name and Number</b>	Lubricants ITB No. 18-100969
<b>Procurement Agent</b>	Tammy Shew
<b>Date solicitation bid prices expires. (Indicate if vendor has agreed to extend bid date/prices. Include new date.)</b>	Yes August 31, 2018 January 31, 2019
<b>Solicitation Name, Number and Contract Number of expiring/expired contract (If no previous contract, please indicate N/A)</b>	Lubricants 3003430  Dilmar Oil Company – 970306 Lubrication Engineers, Inc. - 970307
<b>Previous Contract Number, Contractor Name and Award Amount (Include increases and Total Award Amount)</b>	<b>\$1,197,568.12</b>  <u>Dilmar Oil Company – CPA-970306</u> Initial Award - \$280,000.00 1 <sup>st</sup> Renewal - \$360,000.00 2 <sup>nd</sup> Renewal - \$360,000.00  <u>Lubrication Engineers, Inc. – CPA – 970307</u> Initial Award – \$60,000 1 <sup>st</sup> Renewal - \$60,000 2 <sup>nd</sup> Renewal - \$77,568.12
<b>Previous Amount Spent on Expiring/Expired Contract (If multiple award, List Amount Spent per Contract and include Total Amount Spent)</b>	<b>\$1,045,944.78</b>  <u>Dilmar Oil Company – CPA-970306</u> Initial Award - \$267,459.61 1 <sup>st</sup> Renewal - \$289,559.03 2 <sup>nd</sup> Renewal - \$316,746.34  <u>Lubrication Engineers, Inc. – CPA – 970307</u> Initial Award – \$31,019.10 1 <sup>st</sup> Renewal - \$64,084.05 2 <sup>nd</sup> Renewal - \$77,076.65 (Money was moved from Dilmar to LE)
<b>Prime Contractor Information and LSBE – Subcontractor (Prime: Company Name, Owner Name and Title, Number years in business and Number of Years doing business with</b>	<b>Dilmar Oil Company - Prime</b> 1. Owners: Earle and Gray Atkinson 2. Years in Business: 84 3. Years doing business with DeKalb: 7

<p><b>DeKalb County)</b>  <b>(LSBE: LSBE Type (DeKalb or MSA, Participation Percentage, Company Name, Owner Name and Title, Address, Type of Work Provided and Number of years in business))</b></p>	<p><b>Lubrication Engineers, Inc. - Prime</b>  1. Owner: Scott Schwindaman  2. Years in Business: 65  3. Years doing business with DeKalb: 3</p> <p><b>The McPherson Companies, Inc. – Prime</b>  1. Owners: Charles McPherson, Sr. and Ken McPherson  2. Years in Business: 45  3. Years doing business with DeKalb: 6</p> <p><b>Taylor Enterprises, Inc. – Prime</b>  1. Owner: Eric Taylor  2. Years in Business: 45  3. Years doing business with DeKalb: 0  (References came out favorable)</p> <p><b>Brewer Hendley Oil Co. – Prime</b>  1. Owners: Bill Brewer, Brad Brewer, John Hendley and Nance Hendley  2. Years in Business: 1  3. Years doing business with DeKalb: 0  (References came out favorable)</p> <p><b>Northeast Lubricants, Ltd. – Prime</b>  1. Owner: Thomas Arcoria  2. Years in Business: 21  3. Years doing business with DeKalb: 4</p>
<p><b>Attachments:</b></p>	<p>Departments' Recommendation  Bid Tabulation</p>



DeKalb County  
GEORGIA

The Department of  
Purchasing and  
Contracting

User Department's Recommendation ITB#18-100969- Lubricants

Recommended Bidder: Taylor Enterprises, Inc., Dilmar Oil, Inc.; Northeast Lubricants, LTD., and Lubrication Engineers, Inc. meets our approval.

Amount Spent on Previous Contract: ~~\$172,179.80~~ \$172,179.80 *JS*

Funding:

General  Enterprise  3 Digit Fund Code 511

CIP Line Item No. (if applicable): \_\_\_\_\_

Disbarment and Suspension checks completed-Yes

Project Amount This Term: \$136,725.00

Justification: The Department of Watershed (DWM) is requesting to increase the amount of funding for the impending contract Lubricants, based on the escalation in product price and DWM anticipates an increase in utilization of the lubricant products.

Lubrication Engineers

Line Items: 28-29, 33-37, 39-40, 45, 52-53  
Not to Exceed: \$114,065.00

Taylor Enterprises, Inc.

Line Items: 25-27, 44, 46  
Not to Exceed: \$7,847.00

Dilmar Oil, Inc.

Line Items: 32, 41-43, 49  
Not to Exceed: \$6,171.00

Northeast Lubricants, Ltd.

Line Items: 24, 38, 48  
Not to Exceed: \$8,643.00

Marketa Killingbeck, Project Coordinator

10/26/2018  
Date

Reginald Wells, Interim Department Director

10/26/18  
Date



DeKalb County  
GEORGIA

The Department of  
Purchasing and  
Contracting

User Department's Recommendation ITB#18-100969- Lubricants-Fleet

Recommended Bidder: Dilmar Oil, McPherson Oil, Brewer-Hendley and Northeast Lubricants meets our approval.

Amount Spent on Previous Contract: \$873,764.98

Funding:  
General  Enterprise  3 Digit Fund Code 611  
CIP Line Item No. (if applicable): \_\_\_\_\_

Disbarment and Suspension checks completed-Yes

Project Amount This Term: \$ 220,000.00

Justification:  
The Department of Fleet Management selected the lowest bidders to provide the products and services required to operate and maintain lubricants for over 3500 vehicles and pieces of equipment.

Dilmar Oil  
Line Items: 2-4, 10, 13-15, 20  
\$66,684.00

McPherson Oil  
Line Items: 1, 5-9, 11-12, 19, 22-23, 51  
\$101,931.00

Brewer Hendley  
Line Items: 16-18 (Line item 18 has estimated quantity of 10,000)  
\$49,655.00

Northeast Lubricants  
Line Item: 30-31  
\$1,730.00

Name, Title \_\_\_\_\_ Date \_\_\_\_\_

Robert Yarb 11-7-18  
Department Director Date

ITB Number: 18-1009559  
 ITB NAME: Lubricants

Bid Opening Date: May 31, 2018  
 Price Schedule Opening: May 31, 2018  
 Terrence Shaw

ITEM	DESCRIPTION	ESTIMATED NUMBER OF UNITS	UNIT	The Northern Companies, Inc.	Dunbar Oil Co.	Brewer-Hendery Oil Co.	Bereket Oil Co.	Taylor Enterprises Inc.	NextHeart Lubricants Ltd.	Lubrication Engineers Inc.
1	Fluid Transmission 35 gal/et drums	1,320	Gallon	\$5.53 per unit	\$7.86 per unit	\$8.12 per unit	\$8.50 per unit	No Answer	\$9.25 per unit	\$11.89 per unit
2	Fluid Transmission 1 Quart (12-24 per case)	1,776	Quart	\$1.93 per qt. (12/case)	.95 per unit (12/case)	\$2.79 per unit (6/case)	\$2.95 per unit (12/case)	No Answer	\$5.10 per unit (6/case)	\$9.77 per unit
3	Fluid Transmission Synthetic (5 gallon (12-24/case)	400	Gallon	12.16 (1 gal to 4-1 Gal) = 1 pall per case	\$0.21 per unit-5 gal pall per case	\$8.91 per unit (5 gal pall)	\$10.50 per unit (12 case)	No Answer	\$13.20 per unit	\$33.76 per unit
4	Fluid Transmission Synthetic (1 gallon-12-24 per case)	200	Gallon	\$12.56 per unit-4 per case	\$3.50 per unit (12/case)	\$11.16 per unit (6 qts./case)	\$16.50 per unit (12 case)	No Answer	\$13.27 per unit (6 gal. box or 4-1 gal./case)	No Answer
5	Oil, Motor, 15W-40 with C4 (35 gallon drums)	2,695	Gallon	\$8.49 per unit	\$8.83 per unit	\$8.67 per unit	\$8.65 per unit	No Answer	\$7.47 per unit	No Answer
6	Oil, Motor, 15W-40 with C4 (Bulk Delivery)	32,000	Gallon	\$5.81 per unit	\$8.17 per unit	\$8.33 per unit	\$8.19 per unit	\$8.58 per unit	\$5.30 per unit	\$13.21 per unit
7	Oil, Motor, 15W-40 with C4 (11 drum)(12-24/case)	2,400	Gallon	\$8.46 per unit	\$10.94 per unit (12 case)	\$9.95 per unit (12/case)	\$12.90 per unit (4 per case)	\$12.98 per unit (12 1 qt./case)	\$18.01 per unit (1-1 gal./case)	\$17.28 per unit (12/case)
8	Oil, Motor, 5W-30, Synthetic Drive, (Bulk)	32,000	Gallon	\$6.64 per unit	\$7.47 per unit	\$6.87 per unit	\$7.59 per unit	\$8.90 per unit	\$7.20 per unit	\$32.49 per unit
9	Oil, Motor, 5W-30 Synthetic Drive, M (1 Qt. 12-24 per case)	2,400	Quart	\$2.34 per unit (6 per case)	\$3.94 per unit (6 per case)	\$2.79 per unit (6 qts/case)	\$2.49 per unit (12/case)	\$4.95 per unit (12 qt/case)	\$5.21 per unit (6/case)	\$9.80 per unit (24/case)
10	Oil, Lubricant, Multi-Purpose Gear, SAE 75W-90, GL-S/HF-1, 120 lb. drums	13,680	Pound	\$1.99 per unit	\$1.50 per unit	\$2.00 per unit	\$2.35 per unit	\$4.25 per unit	\$2.57 per unit	\$13.82 per unit
11	Grease, Chassis Lubrication, EP-2, 400 lb. drums	16,000	Pound	\$1.83 per unit	\$1.24 per unit	\$1.04 per unit	\$2.30 per unit	\$2.31 per unit	\$2.44 per unit	\$7.51 per unit
12	Grease, Chassis Lubrication, EP-2, 170 lb. drums	7,500	Pound	\$1.22 per unit	\$1.91 per unit	\$1.975 per unit	\$2.40 per unit	\$2.34 per unit	\$2.58 per unit	\$7.81 per unit
13	Grease, Chassis Lubrication, HP-2, 400 lb. drums	16,500	Pound	\$1.18 per unit	\$1.48 per unit	\$1.835 per unit	\$2.80 per unit	\$3.57 per unit	\$2.38 per unit	\$5.55 per unit

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Witness Signature: \_\_\_\_\_  
 Agent Signature: \_\_\_\_\_

ITB Number: 18-100969  
 ITB NAME: Lubricants

Bid Opening Date: May 31, 2018  
 Price Schedule Opening: May 31, 2018  
 Tammy Shew

ITEM	DESCRIPTION	ESTIMATED NUMBER OF UNITS	UNIT	The McPherson Companies, Inc.	Dimer Oil Co.	Brewer-Handley Oil Co.	Bewell Oil Co.	Taylor Enterprises Inc.	Northeast Lubricants Ltd.	Lubrication Engineers Inc.
14	Grease, Chassis Lubrication, HP-2, 120 lb. drums	7,500	Pound	\$1.18 per unit	\$1.64 per unit	\$2.115 per unit	\$2.05 per unit	\$3.57 per unit	\$2.46 per unit	\$5.84 per unit
15	Oil Transmission, SAE 10W CF, 5 gallon drums	50	Gallon	\$8.81 per unit	\$7.60 per unit	\$8.99 per unit	\$9.75 per unit	\$10.50 per unit	\$10.74 per unit	No Answer
16	Fluid, Universal Tractor, 5 gallon drums	90	Gallon	\$6.31 per unit	\$6.44 per unit	\$6.13 per unit	\$7.85 per unit	\$7.20 per unit	\$9.70 per unit	\$31.11 per unit
17	Fluid, Hydraulic, ISO 68AW, Low Temp., 5 gallon drums	330	Gallon	\$5.95 per unit	\$4.81 per unit	\$5.57 per unit	\$4.95 per unit	\$6.10 per unit	\$4.85 per unit	\$28.79 per unit
18	Fluid, Hydraulic, ISO 46AW, High Temp., (Bulk)	10,000	Gallon	\$4.81 per unit	\$4.81 per unit	\$4.23 per unit	\$4.40 per unit	\$8.95 per unit	\$4.50 per unit	\$26.26 per unit
19	Fluid, Hydraulic, ISO 46AW, High Temp., 55 gallon drums	18,000	Gallon	\$4.26 per unit	\$5.44 per unit	\$4.68 per unit	\$5.00 per unit	\$9.60 per unit	\$5.68 per unit	\$27.54 per unit
20	Gear Oil, HO 80W90, (120 lb. drums)	2,000	Pound	\$1.15 per unit	\$1.12 per unit	\$1.195 per unit	\$1.98 per unit	\$2.15 per unit	\$1.48 per unit	\$5.98 per unit
21	Grease, special with selected mineral oil, 12% modified bentonite thickener and extreme pressure additives, dropping pt. to 500 F., 35 lb. pails	30	Pail	No Bid	No Bid	No Bid	\$63.00 per unit	\$129.93 per unit	\$142.06 per unit	\$256.78 per unit
22	Oil, Light, 55 gallon drums, LE Ind./Turbine Oil LE 4932 or equal	330	Gallon	\$5.87 per unit	\$5.92 per unit	No Bid	\$12.55 per unit	\$9.48 per unit	\$1.87 per unit	\$20.43 per unit
23	Oil, Light, 55 gallon drums, LE Ind. Turbine Oil LE 6406 or equal	1,100	Gallon	\$8.72 per unit	\$15.55 per unit	No Bid	\$16.25 per unit	\$13.90 per unit	\$40.76 per unit	\$28.39 per unit
24	Oil, Cylinder (Multi-purpose) 55 gallon drums	220	Gallon	\$15.37 per unit	\$15.28 per unit	No Bid	\$11.00 per unit	\$10.00 per unit	\$7.56 per unit	\$43.18 per unit

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Witness Signature: \_\_\_\_\_  
 Agent Signature: \_\_\_\_\_



TTB Number: 18-100959  
 TTB NAME: Lubricants

Bid Opening Date: May 31, 2018  
 Price Schedule Opening: May 31, 2018  
 Tammy Shew

ITEM	DESCRIPTION	ESTIMATED NUMBER OF UNITS	UNIT	The McPherson Companies, Inc.	Other Oil Co.	Brewer-Hendley Oil Co.	Boonville Oil Co.	Taylor Enterprises Inc.	Northstar Lubricants Ltd.	Lubrication Engineers Inc.
25	Grease, cartidges, (40 per case) Lubrication Engineers LE 1275 (300 per case)	35	Case	No Bid	\$90.50 per unit (30 per case)	No Bid	No Bid	230.00 per unit	No Bid	\$317.15 per unit
26	Vanguard Synthetic Lubricant for Air Compressors & Vacuum Pumps, 2 Gallon	350	Gallon	No Bid	No Bid	No Bid	No Bid	353.65 per unit	No Bid	No Answer
27	Grease, cartidges, (40 per case) Lubrication Engineers LE 3752 (300 per case)	35	Case	No Bid	\$90.50 per unit (30 per case)	No Bid	\$96.60 per unit	330.00 per unit	\$148.47 per unit	\$379.66 per unit
28	Grease, gear compound, EP 220, 55 gallon drum, High tempo (LE 606 or equal)	720	Gallon	No Bid	\$15.54 per unit	No Bid	\$12.00 per unit	\$10.18 per unit	\$2.86 per unit	\$43.18 per unit
29	Oil, gear Lube, 55 gallon drums, LE 1604 or equal	220	Gallon	No Bid	\$17.01 per unit	No Bid	\$12.80 per unit	\$17.95 per unit	\$12.86 per unit	\$43.18 per unit
30	Oil, hydraulic, ISO 46, 55 gallon drums, high tempo, multi-purpose (LE or equal)	110	Gallon	No Bid	\$5.92 per unit	No Bid	\$5.00 per unit	\$9.40 per unit	\$5.86 per unit	\$26.43 per unit
31	Oil, SAE 30, non-detergent, 55 gallon drums (LE or equal)	110	Gallon	No Bid	\$11.39 per unit	No Bid	\$10.50 per unit	\$11.48 per unit	\$7.07 per unit	\$35.39 per unit
32	Oil, Engine, 55 gallon drums (LE 8800 or equal)	330	Gallon	No Bid	\$6.62 per unit	No Bid	No Bid	\$7.95 per unit	\$2.47 per unit	\$21.63 per unit
33	Lubricant, gear (LE 9460 or equal)	660	Gallon	No Bid	No Bid	No Bid	\$42.00 per unit	\$4.45 per unit	\$35.45 per unit	\$68.10 per unit
34	Lubricant, Air Compressor 55 gallon drums (LE 6803 or equal)	330	Gallon	No Bid	\$17.75 per unit	No Bid	No Bid	\$15.55 per unit	No Bid	\$33.81 per unit

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Witness Signature \_\_\_\_\_  
 Agent Signature \_\_\_\_\_

ITB Number: 16-100969  
 ITB NAME: Lubricants

Bid Opening Date: May 31, 2018  
 Price Schedule Opening: May 31, 2018  
 Tammy Shew

ITEM	DESCRIPTION	ESTIMATED NUMBER OF UNITS	UNIT	The McPherson Companies, Inc.	Dilmer Oil Co.	Brewer-Hendley Oil Co.	Bonwell Oil Co.	Taylor Enterprises Inc.	Northeast Lubricants Ltd.	Lubrication Engineers Inc.
35	Lubricant, Multi-Purpose Gear Oil, 55 gallon drums (LE 1694 or actual)	220	Gallon	No Bid	\$11.28 per unit	No Bid	\$11.28 per unit	No Answer	\$7.47 per unit	\$5.94 per unit
36	Lubricant, Air Compressor, 5-gallon drums, 5-REARY Compressor Oil SAE 15	5	Gallon	No Bid	No Bid	No Bid	No Bid	No Answer	No Bid	\$27.26 per unit
37	Oil, Special Turbine, Inhibited, (in 55 gallon drums), Industrial/Turbine Oil ISO VG 150/SAE 30 (only LE oil)	5	Gallon	No Bid	No Bid	No Bid	No Bid	No Answer	\$39.25 per unit	\$21.63 per unit
38	Oil, Light Spindle, 5-gallon buckets, ISO-32, SAE 10	5	Gallon	No Bid	No Bid	No Bid	No Bid	No Answer	\$16.04 per unit	\$59.79 per unit
39	Oil, Special Turbine (55 gallon drums), Industrial/Turbine Oil ISO VG 150/SAE 30 (only LE)	5	Gallon	No Bid	No Bid	No Bid	\$15.00 per unit	No Answer	\$11.11 per unit	\$28.19 per unit
40	Oil, Turbine, Inhibited, Food Grade, Anti foaming (5 gallon buckets), Industrial/Turbine Oil ISO VG 220	12	Gallon	No Bid	No Bid	No Bid	No Bid	\$54.50 per unit	No Bid	\$51.80 per unit
41	Oil, Engine, Diesel, 55 gallon drums, 15W-40	6	Gallon	No Bid	\$5.82 per unit	No Bid	\$7.00 per unit	\$7.95 per unit	\$7.47 per unit	\$13.76 per unit
42	Lube, Special Gear Compound for Gears, Gearbox, (5 gallon buckets), Anti foaming SAE 68V-340	5	Gallon	No Bid	\$8.20 per unit	No Bid	No Bid	\$17.00 per unit	\$11.91 per unit	\$42.55 per unit

Fleet

Witness Signature: \_\_\_\_\_  
 Agent Signature: \_\_\_\_\_

ITB Number: 18-100969  
 ITB NAME: Lubricants

Bid Opening Date: May 31, 2018  
 Price Schedule Opening: May 31, 2018  
 Tammy Shew

ITEM	DESCRIPTION	ESTIMATED NUMBER OF UNITS	UNIT	The Northern Company, Inc.	Dumas Oil Co.	Steele-Hendry Oil Co.	Beers Oil Co.	Temple Enterprises Inc.	Northwest Lubricants Ltd.	Lubricants Engineers Inc.
43	Oil, Turbine, Lubricant, Food Grade, Anti foaming (5 gallon buckets) Industrial/Purpose Oil ISO VG 150	20	Gallon	38.75 per unit	29.83 per unit	No Bid	No Bid	\$46.68 per unit	No Bid	\$48.98 per unit
44	Oil, gear & bearing, 5 gallon Buckets, MOBIL SHC 628	8	Gallon	36.58 per unit	No Bid	No Bid	No Bid	\$35.28 per unit	No Bid	\$48.98 per unit
45	Cherxon MEGUAR Compound 228 Food Grade 3 Gallon Buckets	5	Gallon	No Bid	No Bid	No Bid	No Bid	\$54.75 per unit	No Bid	\$51.80 per unit
46	Oil, Compressor, (5 gallon buckets)	5	Gallon	No Bid	No Bid	No Bid	No Bid	\$34.23 per unit	\$44.20 per unit	\$35.95 per unit
47	Oil, Industrial grade (1 gallon cans)	20	Gallon	No Bid	No Bid	No Bid	No Bid	No Answer	No Bid	No Answer
48	Oil, Lubricant, Shell Rotella, SAE 15W-40, 100% CHG B, 400 No. Ltr Oil, 400 No. drums	3000	Gallon	6.58 per unit	\$14.86 per unit	\$11.76 per unit	\$11.75 per unit	\$13.95 per unit	\$2.28 per unit	\$28.66 per unit
49	Oil, Hydraulic, 55 gallon drums LE or equal	220	Gallon	No Bid	\$15.81 per unit	No Bid	\$17.50 per unit	\$17.95 per unit	\$41.68 per unit	\$42.00 per unit
50	Glycerin, Industrial grade (5 gallon cans)	75	Gallon	No Bid	No Bid	No Bid	No Bid	No Answer	No Bid	No Answer
51	Oil, Precision, 55 gallon drums (LE 4934 or equal)	1,100	Gallon	\$5.48 per unit	\$5.82 per unit	No Bid	No Bid	\$9.58 per unit	\$6.11 per unit	\$28.43 per unit
52	Oil, Heavy, 55 gallon drums (LE 6405 or equal)	330	Gallon	\$5.25 per unit	No Bid	No Bid	\$11.00 per unit	\$15.00 per unit	\$17.77 per unit	\$28.39 per unit
53	Oil, Engine, 55 gallon drums (LE 6420 or equal)	220	Gallon	No Bid	No Bid	No Bid	No Bid	No Answer	No Bid	\$25.29 per unit

Number of Satisfaction Requests: 7  
 LSBE Participation: N/A  
 Price Schedule separate envelope: N/A

Witness Signature: \_\_\_\_\_  
 Agent Signature: \_\_\_\_\_

*Fleet*

ITB Number: 18-100969  
 ITB NAME: Lubricants

Bid Opening Date: May 31, 2018  
 Price Schedule Opening: May 31, 2018  
 Tammy Shaw

ITEM	DESCRIPTION	ESTIMATED NUMBER OF UNITS	UNIT	The McPherson Companies, Inc.	Dimer Oil Co.	Brewer-Hendler Oil Co.	BeeWeil Oil Co.	Taylor Enterprises Inc.	Northeast Lubricants Ltd.	Lubrication Engineers Inc.
	Taylor Enterprises, Inc. 1166 Logan Circle N.W. Atlanta, GA 30118 Item Nos: 2-4, 10, 13-15, 20, 31, 41-43, 49									
	The McPherson Companies, Inc. 5051 Cardinal Street Trussville, AL 35173 Item Nos: 1, 5-9, 11-12, 19, 22-23, 51									
	Dimer Oil Co. 3751 W. Dillington St Bartons, SC 29501 Item Nos: 2-4, 10, 13-15, 20, 31, 41-43, 49									
	Lubrication Engineers, Inc. 1919 E. Tulsa Wichita, KS 67216 Item Nos: 28-29, 31, 37, 39-40, 45, 52, 53									
	Brewer-Hendler Oil Co. 6438 Chapp Rd Atlanta, GA 30058 Item Nos: 16-18									
	Northeast Lubricants, Ltd. 4500 Rembrandt Pkwy. Cleveland, OH 44128 Item Nos: 24, 30-31, 34, 48									

Recommended Award to Vendor:

List Item Nos: 47 and 50 were not bid on and if needed will be purchasable via open market

Witness Signature \_\_\_\_\_  
 Agent Signature \_\_\_\_\_

## Cato, Kelly E.

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**From:** Clark, Talisa R  
**Sent:** Thursday, November 01, 2018 6:06 PM  
**To:** Adams, Gregory (Commissioner); Gannon, Kathie; Jester, Nancy  
**Cc:** Williams, Zachary L.; Brown, Antwyn S.; Gordon, Robert L.; Wells, Reginald D.; Simms, J Nichole; Manson IV, John W.  
**Subject:** Agenda Item 2018-2337 ITB 18-100969 Lubricants  
**Attachments:** Substitute Agenda Item for Lubricants.pdf; Bid Tabulation for ITB#18-100969-Lubricants October 29-revised.pdf  
**Importance:** High

Good evening Commissioners - PWI Committee Members,

During the August PWI meeting, Commissioner Gannon requested justification for the award recommendation for agenda item 2018-2337, ITB 18-100969 Lubricants. P&C, DWM and PW-Fleet Management has completed a re-evaluation of the low bid. We will submit a substitute agenda item on Monday at the PWI Committee meeting. I have attached the substitute agenda item for your review and consideration. The re-evaluation was based on the solicitation's specifications and requirements; and lowest, responsive and responsible bids. Below is the re-evaluation analysis and justification of the revised award recommendation:

1. The technical specifications submitted by the vendors were compared to the specifications required in the bid and it was found that some were equivalent and sufficient for the needed applications of the user departments and some were not.
2. Majority of the line items were awarded to the lowest, responsive and responsible bidders that met bid specification requirements or equivalency.
3. Item Nos.: 28, 29, 33-34 and 52 were items awarded to Lubricants Engineers (LE) because none of the lowest bidders provided a sufficient equivalent as specified in the bid.
4. Per DWM's evaluation assessment, LE oil or equivalent is required due to the equipment being standardized with the LE brand, which is highly efficient with special LE additives not found in other oil brands. Every piece of equipment would have to be thoroughly flushed out in order to change over to different brands. This would not be cost effective and can cause damage to the functionality of the equipment. Further explanation from DWM is listed below under #10.
5. After much research and review by Purchasing and DWM, only a few of the high-grade oils bid by the lowest vendors were found to be equal to the LE brand and therefore those line items were awarded to the lowest bidders.
6. Line items 47 and 50 were not bid on by any of the bidders and will be purchased via open market if needed.
7. Boswell Oil was the lowest bidder on five (5) items (17, 21, 29, 30 and 39); however, three (3) of the items (29, 30 and 39) were not equivalents to the LE brand and the other two (2) items would only amount to an annual award under \$5,000.00 due to the low estimated quantities, which is not economically feasible, so these two (2) items were awarded the second lowest bidder, Taylor Enterprises.
8. Taylor Enterprises and LE will only be used by DWM and McPherson and Brewer will only be used by Fleet Management; however, both departments will use Dilmar and Northeast Lubricants but different awarded line items.
9. The awarded amounts are based on the user departments' historical annual spend.
10. **DWM's explanation of LE brand requirement:** There are several factors that make the items different, such as: Viscosity, flash point, weight and additives are possible the more important factors to consider. The need of the different factors varies depending on the equipment it is being used in. Characteristic of the equipment and equipment purpose make it critical to have the proper lubrication. Examples: some equipment can be

submerged in water thereby it may need a lubrication that is more durable in submerging conditions. Some equipment has rotating parts that revolve at RPMs (Rotations per minute) greater than 20,000. Viscosity is more important in this case than in equipment that operates at only 3,000 rpm. The composition of the equipment determines what lubricant is needed because some pumps and motors are made with hardened metals, some with polished metals, others are made with porous metals. Some equipment is designed to operate at temperatures greater than 200 degrees Fahrenheit and may need heavier weight lubrications, were some don't get over 100 degrees and need lighter weight products. Other factors are the proprietary additives each vendor adds to their formula. Some of these additives cannot be mixed with other formulas. Therefore, to prevent chemical reactions, we would have to complete a full drain and chemical wash on some equipment before changing products. This would also include draining and washing or replacing storage and dispensing equipment. Because of the many variables, the lubrications get extremely specific.

P&C and the user departments will be ready to answer any additional questions you may have on Monday.

Thanks,



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