

**ROUTE SLIP FOR CONTRACTS AND AGREEMENTS**

**FOR USE BY THE DEPARTMENT OF PURCHASING AND CONTRACTING**

Date Out of P&C: 3/17/2022

ITB # \_\_\_\_\_  RFP# \_\_\_\_\_  RFQ# \_\_\_\_\_  
 PSA \_\_\_\_\_  Agenda Item \_\_\_\_\_  Change Order # \_\_\_\_\_  
 GSA/SWC # \_\_\_\_\_  Other (specify) Law's Review of T's & C's

Processed by: Sharice Feagins-Bailey, Title: Procurement Technician Amount: **\$844,800.00**  
Revenue Generating  Yes  No

BOC Award/Approval Date: \_\_\_\_\_  
Company Name: East Manufacturing Corporation  
Oracle Contract Number: 951467  
Project Title: 39 Foot Dump Trailers

**FOR USE BY PURCHASING AND CONTRACTING DIRECTOR OR MANAGER**

Approved by: Crystal Creekmore, Title: Manager Date: Crystal Creekmore  
Comments/Notes: \_\_\_\_\_  
Signed by: Crystal Creekmore  
Date & Time: 17 Mar, 2022 16:12:41 EDT

**FOR USE BY THE COUNTY LAW DEPARTMENT**

Date Received \_\_\_\_\_ Date Sent to P&C: \_\_\_\_\_  
Law Department Log Number: \_\_\_\_\_ Reviewing Attorney: \_\_\_\_\_  
Action Taken: (include date and signature on approved line): \_\_\_\_\_  
Signed by: Clark Candler  
Date & Time: 24 Mar, 2022 15:05:55 EDT  
Returned to Purchasing and Contracting: \_\_\_\_\_ Received from reroute (if applicable): \_\_\_\_\_  
Approved: \_\_\_\_\_  
Comments/Notes: \_\_\_\_\_

*\*Approval as to form contingent upon Governing Authority approval to recommend awardee for recommended Contract Price.*

**FOR USE BY THE USER DEPARTMENT**

Department: Department of Watershed Management  
Department Signature: \_\_\_\_\_ Date: \_\_\_\_\_  
Contract Purpose: \_\_\_\_\_

**FOR USE BY THE CHIEF EXECUTIVE OFFICER**

Date Received: \_\_\_\_\_ Date Out: \_\_\_\_\_  
Action Taken: (include date and signature on approved line): \_\_\_\_\_  
Returned:  Purchasing & Contracting Approved: \_\_\_\_\_  
Comments/Notes: \_\_\_\_\_

**FOR USE BY THE DIRECTOR OF FINANCE AND THE COUNTY CLERK**

Director of Finance (for review)  
\_\_\_\_\_  
Signature Received Date Out  
 County Clerk (attestation and review)  
\_\_\_\_\_  
Signature Received Date Out



## Department of Purchasing and Contracting

### INSTRUCTIONS FOR NON-COMPETITIVE PURCHASE REQUESTS

The Competitive Bidding Process is the preferred method of purchasing good or services. A waiver of this process must be requested on a case by case basis by completing a Non-Competitive Purchase Request Form in its entirety.

The form must be signed by Department Director of the User Department and submitted to the Director of the Department of Purchasing and Contracting by attachment to the requisition in Oracle.

Justification for the waiver must be provided on the request form. Additional pages may be attached if necessary.

Non-Competitive Purchase Requisitions must have a market/price reasonableness determination.

#### **Emergency Purchase Request**

An Emergency Purchase Request is to be used when a User Department seeks goods or services due to an unexpected and urgent request where health and safety or the conservation of public resources is at risk. The request must be completed regardless of the time of the emergency occurrence or dollar amount of the requisition, and must include an explanation as to why the emergency cannot be responded to using the competitive process. Expiration of funds, administrative delay or expiration of a contract or quote is not acceptable criteria for an Emergency Non-Competitive Purchase.

#### **Sole Source Purchase Request**

A Sole Source Purchase Request is to be used when a User Department seeks goods or services from the only qualified vendor or supplier that possesses the unique ability or available capacity to provide the requested goods or services. A vendor may be a sole source when the procurement involves proprietary technology, copyright, or patented information, goods or services. Additional justification for a Sole Source Purchase Request may include the requirement to match piece of existing equipment available only from the same source of original equipment or authorized dealer or an upgrade to existing software only available from the producer of the software;

A Sole Source Public Notice Form shall be posted on the County's website for five (5) business days and the results shall be attached to this Sole Source Purchase Request.



# Department of Purchasing and Contracting NON-COMPETITIVE PROCUREMENT REQUEST FORM

Requesting Department: Watershed  
Department Contact Person: Kenneth Gobin Telephone: 770 808-2913  
Email: khgobin@dekalbcountyga.gov

Requisition Number: \_\_\_\_\_ Suggested Supplier: East Manufacturing Corpo  
Estimated Amount of Purchase: \$ 844,800.00  
Detailed Description of the Goods or Services to be purchased: 39 foot dump trailers

**Emergency** (For Emergency Requests, Please check this box and answer **all** questions below.)

1. Date and Time of Emergency Occurrence \_\_\_\_\_

2. Please state the nature of the emergency posing a risk to public health, welfare, safety or resources:

\_\_\_\_\_

3. State how the Estimated Amount was determined to be Fair and Reasonable (attach supporting documentation):

\_\_\_\_\_

**Sole Source** (Please check box and answer all of the following completely.)

1. Provide an explanation why the product, service or supplier requested is the only method that can satisfy the requirements. Please explain why alternatives are unacceptable. Be specific with regard to specification, features, characteristics, requirements, capabilities and compatibility. (Attach additional documents, if necessary):

This is the only responsible vendor that could supply the necessary trailers and meet the specs to safely carry sludge from the treatment plants to the landfill.

2. Will this purchase obligate us to a particular vendor for future purchases? (Either in terms of maintenance that only this vendor will be able to perform and/or if we purchase this item, will we need more "like" items in the future to match this one?) Explain in detail.

This purchase will not obligate us to this vendors. Maintenance parts will come from any parts house.

3. Explain the impact to the County or Public if this request is not approved.

By not buying these trailers the county will need to contract the sludge hauling to the county landfill or use less effective means of transporting sludge to the county landfill. These methods will cost the county more money in daily operating costs.

I hereby request that this non-competitive procurement request be approved for the purchase of the above stated work, material, equipment, commodity, or service.

Department Director (Typed/Printed Name) David Hayes Signature: David Hayes Date: 02/02/2

### Do Not Write Below – for the Department of Purchasing and Contracting Use Only

Procurement Agent (Typed/Printed Name) Sharice Feagins-Bailey Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Procurement Manager (Typed/Printed Name) Crystal Creekmore Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Approved  Not Approved

Signature: \_\_\_\_\_, Director, Department of Purchasing and Contracting Date: \_\_\_\_\_

(Additional information, attach pages if required):

## Public Notice of Proposed Award of Sole Source Procurement

<b>Section A – Description of Proposed Sole Source Procurement</b>	
<b>Description of Supplies/Services:</b> Twelve 39-Foot Dump Trailers	
<b>Demonstration of Contractor’s Unique Qualifications:</b> East Manufacturing Corporation builds trailers to provide our customers with superior operational performance, strength, durability, and longevity while providing top value innovation.	
<b>Section B – To Be Completed by the Department of Purchasing and Contracting</b>	
<b><u>Market Survey Results</u></b>	
<b>Date Public Notice posted on website:</b> March 28, 2022	
<b>Date Public Notice closed:</b> April 1, 2022	
<b><u>Review of Offers</u></b>	
<b>Were any offers received (Yes/No):</b> No	
<b>Number of offers received:</b> 0	
<b>Responders:</b> 0	
<b>Purchasing Agent review and recommendation:</b> East Manufacturing Corporation was founded in 1968, a privately-owned company that began operations in an 80-foot by 100-foot building; manufacturing aluminum dump trailers, one at a time. East Manufacturing builds trailers to provide customers with superior operational performance, strength, durability, and longevity, while providing top value service. Their dedicated and loyal workforce is the key to their success, and foundation to the pursuit of excellence. East Manufacturing has done business with DeKalb County since 2015 and is the exclusive distributor to provide service to DeKalb County Purchasing and Contracting needs. Law department reviewed and approved the terms and conditions. It is my recommendation to approve the sole source to meet the needs for DeKalb County treatment plants and the landfill for sludge transportation. The total amount spent with East Manufacturing Corporation to date is \$1,145,030.00.	
_____	_____
Agent Signature	Date
_____	_____
Procurement Manager Signature	Date

**East Manufacturing Corporation**  
1871 State Route #44 PO Box 277 Randolph OH 44265  
T 330-325-9921 F 330-325-7851  
[www.eastmfg.com](http://www.eastmfg.com)

**EAST.I**  
J

March 10, 2022

Dekalb County Purchasing and Contracting  
1300 Commerce  
Decatur, GA 30030

Ref: Representation of East Manufacturing Corporation

This letter is to certify that East Manufacturing Corporation located at 1871 State Route #44, P.O. Box 277, Randolph, OH 44265 is the ultimate manufacturer and distributor of East Trailers for Georgia.

If you have any questions or concerns regarding this issue, please feel free to contact me at 404-372-4082.

East Manufacturing Corporation terms and conditions are: 30 days from time of delivery, East will invoice in groups of 4 for a total of 12 trailers.

Sincerely,

k



Charlie Benton  
Southeast Regional Manager &  
Refuse Product Manager  
East Manufacturing Corporation  
404-372-4082



[East Manufacturing](#)

| [Company](#)

| [News & Events](#)

| [Careers](#)

| [Contact Us](#)

| [Dealer Services](#)

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# GENESIS FRAMELESS DUMP TRAILER

PRODUCTION BUILD SHEET

CODE: FL-SM

SCHEDULE DATE: \_\_\_\_\_

**CUSTOMER:** DEKALB COUNTY      **DATE:** 1/28/22      **ITEM:** SERIAL #      **12 UNITS**

**BODY SPECIFICATIONS**

Length	39'			Body	
Width	96" INBOARD	Tarp	VINYL SIDE TO SIDE ROLL	Accessories	NONE
Side Height	60" SOLID	Bow Holders	YES		
Top Rail	4-1/2"	Tarp Bows	YES		
Side Mat'l-front	35' - .100 WALL	Tarp Basket	NONE		
-middle	XXX	Tarp Hooks	NONE		
-rear	4' - .180 WALL	Bulkhead Mat'l	3/16"	<b>TAILGATE</b>	
Side Options	NONE	Bulkhead	1/4" TOP BAND	Height	FULL - GENESIS
Floor Mat'l	1/4"	Options	NONE	Mat'l Thkness	.140 WALL
		Body Fenders	SQUARE OFF	Slope	2-3/4"
Crsmbr Spacing	12"	Ladders (Out)	BULKHEAD D/S	Hinges	OVERSLUNG
			LAST PANEL	Side Swing	NONE
Floor Options	NONE	Inside	MATCH OUTSIDE REAR PANEL	Gateseal	RUBBER
		Shovel Hgr	NONE	Safety Latch	ONE EACH SIDE + TWO ON BOTTOM
Tailgate Control	AIR / FRAME SWITCH			Coal/Grain Door	NONE
Body Pkg	NONE	Light Panel	FULL - LED	Coal Chute	NONE
Options		Marker Lights	LED - 3 PAIR BOTTOM ONLY	Gate Options	NONE
Vibrator	NONE	MMTS	PIVOT BRACKET		
Mudflaps	STD + ACROSS REAR CHASSIS	Apron	NONE		

**CHASSIS SPECIFICATIONS**

Model	TANDEM	ABS	4S / 2M	Tire Carrier	NONE
Length	PER ENGINEERING			Landing Gear	2 SPEED JOST ALUMILITE X D/S CRANK
Width	96"				
Draft Arms	ALUMINUM	Independ. Susp(s)			
Hoist	85-265 (2)		NONE	Elec Coupler	7 WAY
		Distance:			
King Pin Setting	16"	From:			
				Hyd Hose Fitting	WINGNUT
5th Whl Ht	49"			Hyd Hose Length	108"
		Controls		Tow Hooks	NONE
Rear Axle Setting	21-1/2"			Paint	BLACK
K/P To Rear Axle	430-1/2"				
Suspension	AAT30K / E2-1	Location			
Susp Control	AIR FRAME SWITCH	Axle(s)			
Susp Spacing	52"				
Susp Options	NONE	Accessories		Chassis	
Springs	AIR			Options:	
Axles	TP SPINDLES	Brakes			
Accessories	NONE	Drums			MUDFLAP ON REAR
Brakes	16-1/2" x 7"	Hubs			
Drums	CAST				
Hubs	10 S LWSTEEL - PILOT	Wheels			
Wheels	8.25 x 22.5" STEEL DISC	Tires			
Tires	11R 22.5" BS R196				

**REMARKS:**

- (1) REMOTE GREASE FITTINGS ON TAILGATE HARDWARE BAR - 073-70003-00  
 (2) REMOTE HOIST GREASE FITTINGS TOP. RUN TO FRONT FACE OF D/S BODY FENDER.

TRAILER COST \$68,400.00

FREIGHT 2,000.00

TOTAL \$70,400.00 x 12 TRAILERS = \$844,800.00

DELIVERY TODAY IS JUNE, JULY &amp; AUGUST. THEY WILL BE MODEL 2023.

SALESPERSON: BENTON

TERMS ARE: INVOICE IN GROUPS OF 4 NET 30 DAYS

WEIGHT: 11,056





# *Frame and Frameless Dump Trailers*



**First in Aluminum Trailers**

▶ Designed for Optimum Payload

# East Dump Trailers Deliver Strength and Durability

*The ideal balance of strength, weight and design for optimum payload over the long haul.*

All East Dump Trailers are designed to maximize payload, and deliver strength and durability to meet the needs of all types of dump trailer applications. East trailers stay on the job longer, reducing downtime and increasing profits. By incorporating light-weight and longer-lasting components into each and every trailer, East has earned the reputation of having higher resale value.

## More Payload

East trailers have excellent “empty weight,” plus the strength and versatility to efficiently haul more than just bulk commodities.

## Easier to Maintain

It costs less to repair and maintain East dump trailers. Wall repairs are not noticeable because the trailer walls are welded individually. Typically, wall repair doesn't require top rail removal.

## More Strength

The East design uses high-quality aluminum in its composition. The unique 2-inch thick, double-wall extruded aluminum panels are robotically welded together vertically inside and out for superior strength and resistance to twisting.

## More Versatility

For more profitability, the combination of lightweight, strength and high load ratings gives you versatile and flexible load options.

## Higher Resale Value

East has earned the reputation for quality that brings a higher resale value.



**5-Year Limited Warranty**

## GENESIS® SMOOTH-SIDED ALUMINUM

We revolutionized dump trailers with our smooth-side Genesis® design that customers tell us adds up to ½-mile per gallon compared to ribbed trailers. The more aerodynamic design is easier to clean, and will not show dents from the inside, improving resale value and keeping your trailer looking good. The outboard Genesis design provides more capacity than external post-style trailers.



### Genesis advantages include:

- Superior strength and resistance to bowing.
- Double-wall design to protect the outer wall from load impact dents, improving resale value.
- Superior dump stability because the entire integrated trailer body resists weight shifting and twisting that can lead to tipping.
- Three-inch spacing of interior panel ribs means the inside walls stay flatter, creating fewer high points to reduce wear.
- Optional thicker aluminum in higher wear areas, such as the last 4-feet inside the trailer.
- Repairs are inconspicuous and do not require the removal of the top rail.
- Smooth walls can be left polished as they come from the factory, or used as the base for company name, logo and attention-grabbing graphics.

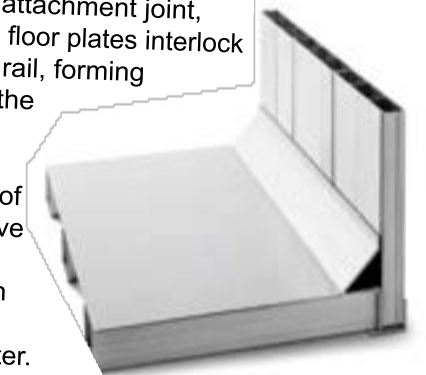
## Stronger Side Walls

The aerodynamic design has unique 2-inch-thick, double-wall extruded aluminum panels, robotically-welded vertically inside and out for superior strength and resistance to bowing. It protects the outer wall from dents. Vertical panels are lighter than competitive horizontal panel systems, resist bowing better and reduce maintenance costs. In addition to maximum strength, welding inside and out reduces corrosion.

## Advanced Wall-to-Floor Construction

The welded union of crossmembers, floor plates and sidewalls result in trailer strength. For a super strong floor-to-wall attachment joint, cross members and floor plates interlock into the bottom rub rail, forming a pocket to accept the sidewall panels.

The 3-inch spacing of interior panel ribs give 8 times more wall surface support than external posts. The inside walls stay flatter.



## Lightweight, Smooth-Walled Tailgate

Lighter weight without sacrificing strength or durability. Dirt, mud, snow and ice won't build up on the smooth surface.



## FRAME DUMP TRAILER

# Get More with East Frame & Frameless Dump Trailers

## FRAMELESS DUMP TRAILER

Designed with heavy-duty strength and durability, East frame dump trailers are ideal for versatile hauling requirements. We offer several frame dump trailer configurations to meet the needs of every jobsite.

### Full Wrap-Around Bulkhead

The bulkhead is wrapped around the sides, back to the third crossmember, transferring the hoist load to the side walls to reduce stress and potential cracking in tough applications. It aids air flow for improved fuel efficiency.

### Reinforced Hoist Well

The hoist well support is built from 3/8-inch\* extruded 6061-T6 U-beams, and reinforced with 3/8-inch\* stiffeners to reduce body twist.

### Seamless Hoist Base Assembly

The hoist mount is 1/4-inch thick, 3-inch x 5-inch seamless tubing adds extra strength, reducing cracking.

### Bolted Gussets Reduce Cracks

Chassis crossmember gussets are bolted – not welded – to allow the assembly the flexibility to give under normal stresses and vibrations, yet still maintain a positive connection.



\*Nominal  
\*\*21-inch aluminum frame is constructed from two T-section beams welded at the center.

### Premium-Grade Aluminum Floors

Built with up to 33% more yield strength than industry standards.

### Quiet-Ride Rubber Pads

Rubber pads are affixed to each body crossmember to reduce noise and wear. Competitive products bolt rubber to the chassis frame, which often dislodges and/or retains dirt and debris.

### Long-Lasting Chassis

Constructed from one-piece I-beams, the chassis has fewer welds and joints than a fabricated beam, resulting in reduced cracking.\*\*

## DUMP TRAILER FEATURES

### Strong Solid-Box Crossmember

Solid-box extruded crossmember design provides support under floor seams for longer floor life. U-shaped cross members have special contact point flanges for extra support, and welds are positioned away from high-stress areas.

### Stronger Rear Posts

The 1/4-inch-thick rear corner posts wrap completely around top and bottom rails and interlock to add strength, reducing side-to-side distortion.

### Coal/Grain Door

Available in 12- and 20-inch widths, East coal/grain doors are equipped with UHMW plastic bearings and grease fittings at the pivot point, providing smooth, easy operation and low maintenance. For precise control flow, each door locks over center with the ability to lock at various positions.

### Tougher Tailgate Hardware

Top hinges and bottom latch are bolt-on for easy replacement. Anti-corrosive coating and shims protect steel-to-aluminum connections.

### Zinc-Plated Tailgate Pins

Steel tailgate pins are zinc-plated and shrouded with stainless steel insulators to protect steel-to-aluminum connections.

### Durable Hinge Shoe

Uniquely engineered for longer life, the dump hinge shoe is crafted from hardened ductile steel, with twin grease valleys machined inside for complete 360° lube around the pin.

### Filter Protects ABS

An air filter in the service line protects the ABS module from micro-particles entering the system.

### Corrosion-Resistant Paint Process

Steel components are carefully prepared, primed and coated with a baked-on paint, producing a durable, attractive finish that resists corrosion.

### Elite™ Wheel-End Warranty

Standard wheel-end parts are warranted for 5 years unlimited miles. The assembly is filled with synthetic oil, which resists high-temperature breakdown.



East frameless dump trailers are designed for the ideal balance between light weight for more payload and heavy-duty strength for durability. East offers several frameless dump trailer configurations.

### Full Wrap-Around Bulkhead

The bulkhead is wrapped around the sides, back to the third crossmember, transferring the hoist load to the side walls to reduce stress and potential cracking in tough applications. It aids air flow for improved fuel efficiency.

### Strong Doghouse

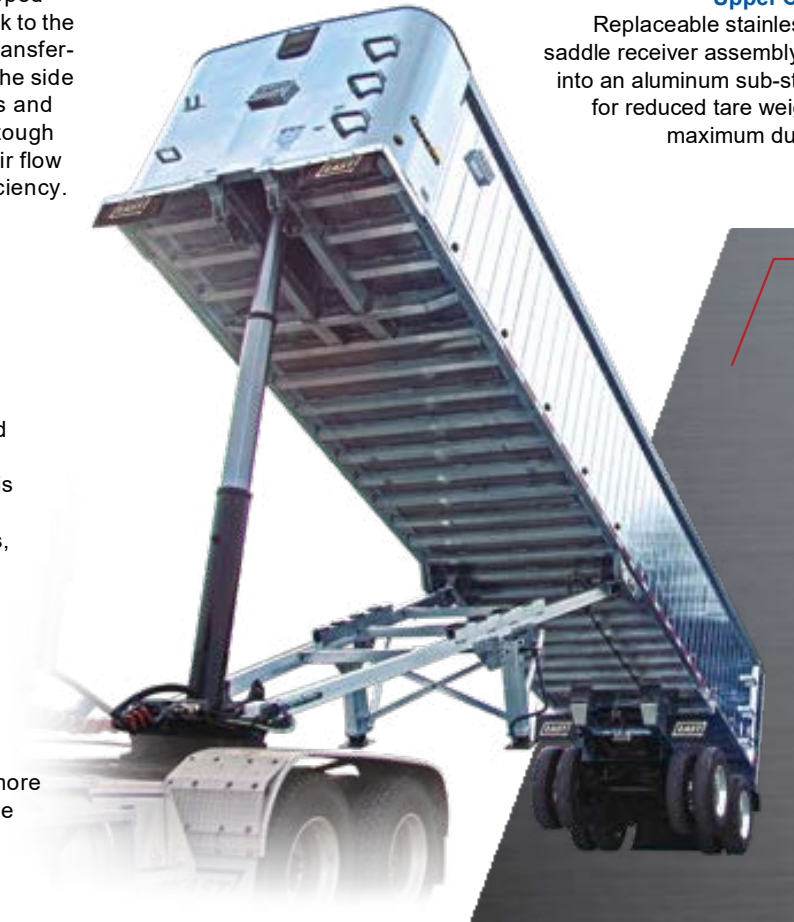
Doghouse connects to an under-support system of U-shaped channels fastened and gusseted at critical torsion points. Stress is transmitted to neutral areas of the side walls, virtually eliminating stress cracks.

### Premium-Grade Aluminum Floors

Built with up to 33% more yield strength than the industry standards.

### Light-Weight/Long-Life Upper Coupler

Replaceable stainless steel saddle receiver assembly bolted into an aluminum sub-structure for reduced tare weight and maximum durability.



## FRAME AND FRAMELESS DUMP TRAILER OPTIONAL FEATURES

Since East frame and frameless dump trailers are custom manufactured, many options are available. Some common options include:



### Ground-Controlled Two-Way Tailgate

An actuator handle located at the bottom rear of the body enables you to convert the tailgate from side swing to top swing and vice versa. The latch that engages and releases the top pin is hidden and protected inside the rear post itself.



### Sideswing Tailgate Guide Ramp Roller

Prevents top pin misalignment by guiding the gate and top pin back into position during closing, making the gate much easier and faster to close.



## TRADITIONAL EXTERNAL POST TRAILER

When a traditional external post trailer fits your needs, look no further than East.

### Superior Floor-to-Side Wall Joints

Traditional external side posts are welded directly to the bottom rail then dirt-shedding wedge plates and a clean-dumping inside radius are added. This strong interlocking Z-section reduces cracking at the critical floor-to-side wall joint.

### Side-Walls Resist Deflection

A full-length boxed top rail interlocks with the side walls and side posts. All outside joints are continuously welded for greater load-bearing strength and durability.

### Tough Tailgate

90° wall joints are continuously welded, rather than stitch welded, to five different structural members, maximizing strength-to-weight ratio and joint integrity.



## EAST DUMP TRAILER AND BODY LINE

### Hybrid Dump Trailer

The Genesis® Hybrid dump trailer combines square-box trailer strength with a round bottom shape to provide the advantages of both kinds of trailers. With 2+ yards greater capacity than a traditional half-round trailer, the Hybrid gives you greater payload capacity. Its center-of-gravity is 7+ inches lower than a traditional half-round for greater dump stability and twist resistance, better cornering and overall operational peace of mind. In addition, a stronger, more rigid body resists body twisting, and improves repairability.



### Aluminum Truck Dump Body

The aluminum truck dump body is custom engineered and manufactured to your demanding specifications. Only premium aluminum alloys for flooring and side material are used for long life and durability. Genesis side construction permits the side walls to be insulated for asphalt operation.



### Steel Dump Trailer

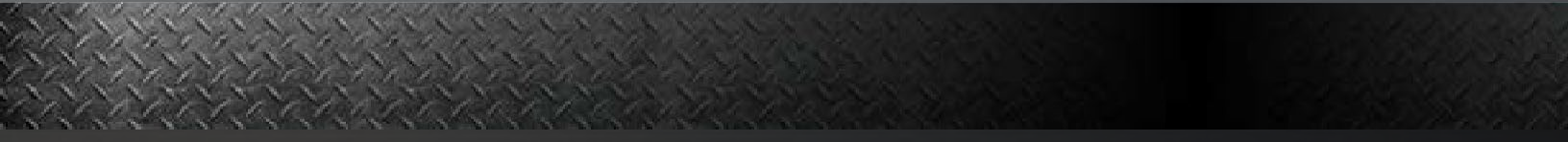
The body of the steel dump trailer is made from Hardox® AR450 grade steel to handle tough construction and demolition work. Our frame steel dump trailer gives you maximum uptime and reliability, a lower center of gravity, greater payback at resale and a baked-on paint finish.



### Michigan Series Dump Trailers

East builds a wide variety of frame dump trailers with the multi-axle configurations that meet the requirements of hauling in Michigan. Both East Genesis and traditional external post styles are available for triple-ten (gravel train), super-train, break-up double, 12 wheelers and up to 8-axle semi-trailer configurations. Also available in steel dumps.





**East Manufacturing Corporation**  
1871 State Route 44  
P.O. Box 277  
Randolph, Ohio 44265  
888-405-3278 | Eastmfg.com

*Specifications may change without notice.  
Actual components may vary.*

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