



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

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Item Nos.: 16-18

Brewer Hindley Oil Co., 6434 Chupp Rd., Lithonia, GA 30058

Estimated Amount: \$49,655.00

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) Operating – (DWM) |
| 5. Additional Bidder: | |

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

AGENDA NOTES

| | |
|---|--|
| Solicitation Name and Number | <p style="text-align: center;">Lubricants ITB No. 18-100969</p> |
| Procurement Agent | <p style="text-align: center;">Tammy Shew</p> |
| Date solicitation bid prices expires. (Indicate if vendor has agreed to extend bid date/prices. Include new date.) | <p style="text-align: center;">Yes August 31, 2018 January 31, 2019</p> |
| Solicitation Name, Number and Contract Number of expiring/expired contract (If no previous contract, please indicate N/A) | <p style="text-align: center;">Lubricants 3003430 Dilmar Oil Company – 970306 Lubrication Engineers, Inc. - 970307</p> |
| Previous Contract Number, Contractor Name and Award Amount (Include increases and Total Award Amount) | <p style="text-align: center;">\$1,197,568.12 <u>Dilmar Oil Company – CPA-970306</u> Initial Award - \$280,000.00 1st Renewal - \$360,000.00 2nd Renewal - \$360,000.00 <u>Lubrication Engineers, Inc. – CPA – 970307</u> Initial Award – \$60,000 1st Renewal - \$60,000 2nd Renewal - \$77,568.12</p> |
| Previous Amount Spent on Expiring/Expired Contract (If multiple award, List Amount Spent per Contract and include Total Amount Spent) | <p style="text-align: center;">\$1,045,944.78 <u>Dilmar Oil Company – CPA-970306</u> Initial Award - \$267,459.61 1st Renewal - \$289,559.03 2nd Renewal - \$316,746.34 <u>Lubrication Engineers, Inc. – CPA – 970307</u> Initial Award – \$31,019.10 1st Renewal - \$64,084.05 2nd Renewal - \$77,076.65 (Money was moved from Dilmar to LE)</p> |
| Prime Contractor Information and LSBE – Subcontractor (Prime: Company Name, Owner Name and Title, Number years in business and Number of Years doing business with | <p>Dilmar Oil Company - Prime</p> <ol style="list-style-type: none"> 1. Owners: Earle and Gray Atkinson 2. Years in Business: 84 3. Years doing business with DeKalb: 7 |

| | |
|--|--|
| <p>DeKalb County) (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))</p> | <p>Lubrication Engineers, Inc. - Prime</p> <ol style="list-style-type: none"> 1. Owner: Scott Schwindaman 2. Years in Business: 65 3. Years doing business with DeKalb: 3 <p>The McPherson Companies, Inc. – Prime</p> <ol style="list-style-type: none"> 1. Owners: Charles McPherson, Sr. and Ken McPherson 2. Years in Business: 45 3. Years doing business with DeKalb: 6 <p>Taylor Enterprises, Inc. – Prime</p> <ol style="list-style-type: none"> 1. Owner: Eric Taylor 2. Years in Business: 45 3. Years doing business with DeKalb: 0 (References came out favorable) <p>Brewer Hendley Oil Co. – Prime</p> <ol style="list-style-type: none"> 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>Northeast Lubricants, Ltd. – Prime</p> <ol style="list-style-type: none"> 1. Owner: Thomas Arcoria 2. Years in Business: 21 3. Years doing business with DeKalb: 4 |
| <p>Attachments:</p> | <p>Departments' Recommendation Bid Tabulation</p> |

| ITEM | DESCRIPTION | ESTIMATED NUMBER OF UNITS | UNIT | The McPherson Companies, Inc. | Dilmar Oil Co. | Brewer-Hendley Oil Co. | Boswell Oil Co. | Taylor Enterprises Inc. | Northeast Lubricants Ltd. | Lubrication Engineers Inc. |
|------|--|---------------------------|--------|---|-------------------------------------|--------------------------------|-------------------------------|----------------------------------|---|----------------------------|
| 1 | Fluid Transmission 55 gallon 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 | \$31.89 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 | 12.36 (1 pail is 4x1 Gal)=1 pail per case | \$8.21 per unit-5 gal pail per case | \$8.91 per unit (5 gal pail) | \$18.50 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-6 per case | \$3.80 per unit (12/case) | \$11.16 per unit (6 qts./case) | \$18.50 per unit (12 case) | No Answer | \$13.27 per unit (6 gal. box or 6-1 qt./case) | No Answer |
| 5 | Oil, Motor, 15W-40 with CJ4 (55 gallon drums) | 2,695 | Gallon | \$6.40 per unit | \$6.62 per unit | \$6.67 per unit | \$6.65 per unit | No Answer | \$7.47 per unit | No Answer |
| 6 | Oil, Motor, 15W-40 with CJ4 (Bulk Delivery) | 32,000 | Gallon | \$5.81 per unit | \$6.17 per unit | \$6.03 per unit | \$6.30 per unit | \$6.50 per unit | \$6.20 per unit | \$13.21 per unit |
| 7 | Oil, Motor, 15W-40 with CJ4, (1 gallon/12-24 case) | 2,400 | Gallon | \$8.46 per unit | \$10.94 per unit 12 case | \$9.96 per unit (3 gal/case) | \$12.00 per unit (4 per case) | \$12.90 per unit (12-1 qt./case) | \$14.01 per unit (3 -1 gal./case) | \$17.28 per unit (24/case) |
| 8 | Oil, Motor, 5W-30, Synthetic Dexos, (Bulk) | 32,000 | Gallon | \$6.64 per unit | \$7.47 per unit | \$6.87 per unit | \$7.50 per unit | \$6.90 per unit | \$7.20 per unit | \$32.49 per unit |
| 9 | Oil, Motor, 5W-30, Synthetic Dexos, M (1 Qt. 12-24 per case) | 2,400 | Quart | \$2.34 per unit (6 per case) | \$2.94 per unit (6 per case) | \$2.79 per unit (6 qts/case) | \$2.40 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-5/MT-1, 120 lb. drums | 13,680 | Pound | \$1.99 per unit | \$1.58 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 | \$1.62 per unit | \$1.74 per unit | \$1.69 per unit | \$2.30 per unit | \$2.31 per unit | \$2.44 per unit | \$7.61 per unit |
| 12 | Grease, Chassis Lubrication, EP-2, 120 lb. drums | 7,500 | Pound | \$1.72 per unit | \$1.93 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, MP-2, 400 lb. drums | 16,500 | Pound | \$3.10 per unit | \$1.48 per unit | \$1.985 per unit | \$2.00 per unit | \$3.57 per unit | \$2.28 per unit | \$5.65 per unit |

Witness Signature: _____

Agent Signature: _____

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|------|--|---------------------------|--------|-------------------------------|------------------|------------------------|------------------|-------------------------|---------------------------|----------------------------|
| 14 | Grease, Chassis Lubrication, MP-2, 120 lb. drums | 7,500 | Pound | \$3.18 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 | \$8.85 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 | \$6.35 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 | \$14.85 per unit | \$5.57 per unit | \$4.95 per unit | \$16.10 per unit | \$8.85 per unit | \$28.79 per unit |
| 18 | Fluid, Hydraulic, ISO 46AW, High Temp., (Bulk) | 10,000 | Gallon | \$4.81 per unit | \$4.89 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 | \$4.60 per unit | \$5.00 per unit | \$9.60 per unit | \$5.68 per unit | \$27.54 per unit |
| 20 | Gear Oil, HD 80W90, (120 lb. drums) | 2000 | Pound | \$1.15 per unit | \$1.12 per unit | \$1.185 per unit | \$1.96 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 Fl, 35 lb. pails | 30 | Pail | No Bid | No Bid | No Bid | \$65.00 per unit | \$129.95 per unit | \$142.06 per unit | \$256.74 per unit |
| 22 | Oil, Light, 55 gallon drums, LE Ind./Turbine Oil LE 4932 or equal | 330 | Gallon | \$5.82 per unit | \$5.92 per unit | No Bid | \$12.55 per unit | \$9.40 per unit | \$5.87 per unit | \$20.43 per unit |
| 23 | Oil, Light, 55 gallon drums, LE Ind. Turbine Oil LE 6406 or equal | 1,100 | Gallon | \$8.32 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 | \$15.32 per unit | \$15.28 per unit | No Bid | \$11.00 per unit | \$10.00 per unit | \$7.56 per unit | \$43.18 per unit |

Witness Signature: _____

Agent Signature: _____

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|------|---|---------------------------|--------|-------------------------------|--------------------------------|------------------------|------------------|-------------------------|---------------------------|----------------------------|
| 25 | Grease, cartridges, (40 per case) Lubrication Engineers LE 1275 Grease or equal | 35 | Case | No Bid | \$90.30 per unit (30 per case) | No Bid | No Bid | \$30.00 per unit | No Bid | \$347.15 per unit |
| 26 | Vanguard Synthetic Lubricant for Air Compressors & Vacuum Pumps, 2 Gallon | 350 | Gallon | No Bid | No Bid | No Bid | No Bid | \$53.65 per unit | No Bid | No Answer |
| 27 | Grease, cartridges, (40 per case) Lubrication Engineers LE 3752 Grease or equal | 35 | Case | No Bid | \$90.30 per unit (30 per case) | No Bid | \$96.60 per unit | \$30.00 per unit | \$148.47 per unit | \$379.66 per unit |
| 28 | Grease, gear compound, EP 320, 55 gallon drums, high temp. (LE 606 or equal) | 770 | Gallon | No Bid | \$15.54 per unit | No Bid | \$12.00 per unit | \$10.10 per unit | \$7.85 per unit | \$43.18 per unit |
| 29 | Oil, gear Lube, 55 gallon drums, LE 1608 or equal | 220 | Gallon | No Bid | \$17.02 per unit | No Bid | \$12.80 per unit | \$17.95 per unit | \$17.86 per unit | \$43.18 per unit |
| 30 | Oil, Hydraulic, ISO 46, 55 gallon drums, high temp, 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 | \$20.43 per unit |
| 31 | Oil, SAE 30, non-detergent, 55 gallon drums (LE or equal) | 110 | Gallon | No Bid | \$13.39 per unit | No Bid | \$10.50 per unit | \$13.40 per unit | \$9.87 per unit | \$25.39 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 | \$7.47 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 | \$34.45 per unit | \$25.45 per unit | \$68.10 per unit |
| 34 | Lubricant, Air Compressor, 55 gallon drums (LE 6803 or equal) | 330 | Gallon | No Bid | \$13.75 per unit | No Bid | No Bid | \$15.55 per unit | No Bid | \$33.81 per unit |

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|------|---|---------------------------|--------|-------------------------------|------------------|------------------------|------------------|-------------------------|---------------------------|----------------------------|
| 35 | Lubricant, Multi-Purpose Gear Oil, 55 gallon drums (LE 1604 or equal) | 220 | Gallon | No Bid | \$15.28 per unit | No Bid | \$11.78 per unit | No Answer | \$7.42 per unit | \$5.94 per unit |
| 36 | Lubricant, Air Compressor, 5-gallon drums, S Rotary Compressor Oil SAE 15 | 5 | Gallon | No Bid | No Bid | No Bid | No Bid | No Answer | No Bid | \$27.76 per unit |
| 37 | Oil, Special Turbine, Inhibited, (in 55 gallon); Industrial/Turbine Oil ISO VG 150/SAE 30 (only LE oil) | 5 | Gallon | No Bid | No Bid | No Bid | No Bid | No Answer | \$29.26 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 | \$69.79 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 | \$31.11 per unit | \$28.39 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 | \$6.62 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 Cotta Gearbox, (5 Gallon Buckets), Anti foaming SAE 85W-140 | 5 | Gallon | No Bid | 9.20 per unit | No Bid | No Bid | \$17.00 per unit | \$11.91 per unit | \$42.55 per unit |

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|--|---|---------------------------|--------|-------------------------------|------------------|------------------------|------------------|-------------------------|---------------------------|----------------------------|
| 43 | Oil, Turbine, Inhibited, Food Grade, Anti foaming (5 gallon buckets) Industrial/Turbine Oil ISO VG 150 | 20 | Gallon | 38.75 per unit | 20.83 per unit | No Bid | No Bid | \$46.00 per unit | No Bid | \$48.99 per unit |
| 44 | Oil, gear & bearing, 5 gallon buckets, Mobil SHC 626 | 8 | Gallon | 36.50 per unit | No Bid | No Bid | No Bid | \$35.30 per unit | No Bid | \$48.99 per unit |
| 45 | Chevron NLGEWAR Compound 220 Food Grade 5 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 | \$34.25 per unit | \$44.20 per unit | \$35.95 per unit |
| 47 | Glycerin, 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% CNG & LNG Oil, 400 lb. drums | 3000 | Gallon | 6.58 per unit | \$14.86 per unit | \$11.76 per unit | \$11.75 per unit | \$13.95 per unit | \$2.30 per unit | \$26.66 per unit |
| 49 | Oil, Hydraulic, 55 gallon drums LE or equal | 220 | Gallon | No Bid | \$15.83 per unit | No Bid | \$17.50 per unit | \$17.95 per unit | \$41.60 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, Medium, 55 gallon drums (LE 4934 or equal) | 1,100 | Gallon | \$5.46 per unit | \$5.92 per unit | No Bid | No Bid | \$9.60 per unit | \$6.11 per unit | \$20.43 per unit |
| 52 | Oil, Heavy, 55 gallon drums (LE 6405 or equal) | 330 | Gallon | \$5.25 per unit | No Bid | No Bid | \$16.00 per unit | \$15.00 per unit | \$37.77 per unit | \$28.39 per unit |
| 53 | Oil, Engine, 55 gallon drums (LE 8420 or equal) | 220 | Gallon | No Bid | No Bid | No Bid | No Bid | No Answer | No Bid | \$25.39 per unit |
| Number of Solicitations Received: 7 | | | | | | | | | | |
| LSBE Participation: N/A | | | | | | | | | | |
| Price Schedule (separate envelope): N/A | | | | | | | | | | |

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. | Dilmar Oil Co. | Brewer-Hendley Oil Co. | Boswell Oil Co. | Taylor Enterprises Inc. | Northeast Lubricants Ltd. | Lubrication Engineers Inc. |
|------|-------------|---------------------------|------|-------------------------------|----------------|------------------------|-----------------|-------------------------|---------------------------|----------------------------|
|------|-------------|---------------------------|------|-------------------------------|----------------|------------------------|-----------------|-------------------------|---------------------------|----------------------------|

Recommended Award to Vendors:

Dilmar Oil Co.
 1951 W. Darlington St.
 Florence, SC 29501
 Item Nos: 2-4, 10, 13-15, 20, 32, 41-43, 49

Taylor Enterprises, Inc.
 1166 Logan Circle N.W.
 Atlanta, GA 30318
 Item Nos: 21, 25-27, 44, 46

Brewer Hindley Oil Co.
 6434 Chupp Rd.
 Lithonia, GA 30058
 Item Nos: 16-18

The McPherson Companies, Inc.
 5051 Cardinal Street
 Trussville, AL 35173
 Item Nos: 1, 5-9, 11-12, 19, 22-23, 51

Lubrication Engineers, Inc.
 1919 E. Tulsa
 Wichita, KS 67216
 Item Nos: 28-29, 33-37, 39-40, 45, 52-53

Northeast Lubricants, Ltd.
 4500 Renaissance Pkwy.
 Cleveland, OH 44128
 Item Nos: 24, 30-31, 38, 48

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

Witness Signature: _____

Agent Signature: _____