

INTERDEPARTMENTAL  
MEMORANDUM

TO: Robert Gordon, Director, Fleet

FROM: Tammy Shew, Procurement Agent, Team B

SUBJECT: ITB#20-101243-Truck with 37 Cu. Yd. Dump Body and Hydraulic Crane with Grapple,  
CNG Driven

DATE: 5/27/20

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It is requested that you do the following:

1. Please review the attached bids associated with the above referenced solicitation and provide your award recommendation. You are looking for the lowest, responsive and responsible bidder. Your review should ensure that you are confident that your recommended supplier(s) can in fact provide the goods and services required.
2. Please provide the following information in the space provided on page two:
  - a. Specific justification why in your professional opinion the recommended vendor should be awarded the contract.
  - b. Advise of any problems in connection with the selected vendor(s), if any exist.
  - c. If you find bidders who offer lower prices than your recommended supplier(s), then you must provide specific justification why they are either non-responsive\* (did not follow the instructions found in the solicitation) or non-responsible\*\* (not able to perform/deliver as minimally required according to the scope of work found in the solicitation).

*\*Note – The Department of Purchasing and Contracting is ultimately responsible in determining if a bidder is non-responsive, but input/feedback from the user department is always important to us.*

*\*\*Note – The user department and the Department of Purchasing and Contracting must mutually agree before determining if a bidder is non-responsible.*

3. Return required documents within 10 business days.

If you have any questions, please call me at 404-687-2796.



**User Department's Recommendation:** ITB#20-101243-Truck with 37 Cu. Yd. Dump Body and Hydraulic Crane with Grapple, CNG Driven

**Recommended Bidder:** Peterbilt of Atlanta meets our approval.

**Funding:**

General  Enterprise  3 Digit Fund Code 621

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

**Disbarment and Suspension checks completed-Yes**

**Project Amount This Term:** \$3,215,688.00

**Justification:**

Peterbilt of Atlanta (Palfinger M13 A Body) is recommended as the responsive and responsible bidder, as it meets the specifications that provide the most beneficial impact related to the operation and longevity of the equipment.

The exceptions detailed in this justification are limited to the operational functionality, capabilities and durability of the unit. Not all exceptions are detailed, only those which are most impactful to the operation and longevity of the equipment.

The low bid submitted by Peachstate Freightliner (Base Bid) is not acceptable for the following reasons:

**Item I.C.7**

The bidder does not comply with the specification requesting CNG tanks to be installed at the body OEM's facility by the OEM.

**Vendor Service Issues:**

The vendor repeatedly has not resolved service support issues which prevent our vehicles from being serviced and repaired in a timely manner. The last unit taken to Peachstate Freightliner for repairs took more than four months for them to complete. Peachstate Freightliner would be the designated warranty vendor for any new Freightliner units and we can't utilize them because our units can't be out of service for extended periods of time.

The bid submitted by Peachstate Freightliner (Alt 1 Price) is not acceptable for the following reasons:



**Item I.C.7**

The bidder does not comply with the specification requesting CNG tanks be installed at the body OEM's facility by the OEM.

**Item III.C.1**

The bidder does not comply with the specification that the crane base should have two (2) bolts on top seat operator station access ladders. Bidder unit only has one (1) bolt.

**Item III.C.4**

The bidder does not comply with the specification requirement for stabilizers to be of an "A-Frame" design with only an up & down function. The bidder can only provide H-style stabilizers. This type of stabilizer needs more space to be extended for use.

**Item III.F.1**

The bidder does not comply with requirement that the main boom lift cylinder shall have a sliding steel guard to protect the cylinder load from damage. This requirement is essential to prevent damage which would cause the unit to be out of service.

**Item III.F.2**

The bidder does not comply with requirement that main boom section should have raised sides to create a protective recess for the steel hydraulic lines and hoses on the on top of the main boom. The unit provided will have hydraulic lines and hoses that travel through the boom, which makes it more difficult for repair and service.

**Item III.G.1**

The bidder does not comply with the requirement that the extension cylinder, hoses and pipes shall be located inside the outer boom and extension sections.

**Item III.I.1**

The bidder does not comply with the specification request for 4,000 lbs. snap in load hooks on each side of the grapple head.

**Item III.I.11**

The bidder does not comply with the specification request for cylinder hoses routed through bottom ports on rotator and through the top opening on the grapple head assembly.

**Item IV.B.30**

The bidder does not comply with the specification request for hinge pins to have two (2) grease zerks per pin.

**Item IV.B.20**

The bidder does not comply with the specification requirement that the side shall be formed with a two-bend pressed-in horizontal brace to increase rigidity. The unit the bidder is offering has sides formed with only one bend.



IV.C.5

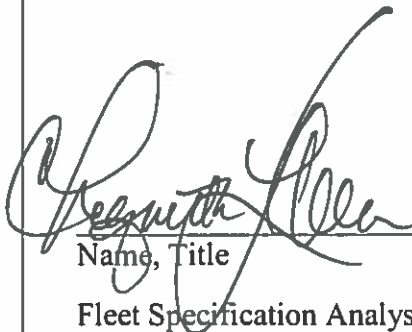
The bidder does not comply with the specification request for sealed steel light boxes.


IV.C.6

The bidder does not comply with the specification request for sealed steel light boxes to have 4" slim line flange mounted amber/white LED strobe lights mounted to side facing box edge.

IV.C.9

The bidder does not comply with the specification requirement for a black polycarbonate weatherproof junction box to be mounted on the driver's side of the truck frame.

 7/10/2020  
Name, Title Date  
Fleet Specification Analyst

 7-10-2020  
Department Director Date