



TO: Board of Contracts and Awards
FROM: Patsy Best, Procurement and Payables Division Manager *AB*
 Marie, Holm, Senior Buyer, Finance/Purchasing
COPY: City Council, City Manager, City Clerk, SBE Coordinator, LEAP Coordinator, and
 Marie Holm, Finance/Purchasing
SUBJECT: Equipment Rental Services
 Request for Proposals Specification No. CT15-0517F, November 24, 2015
DATE: November 6, 2015

SUMMARY:

The Finance Department, Purchasing Division recommends a contract be awarded to **Barnhart Crane & Rigging d/b/a Sicklesteel Cranes, Mount Vernon, WA** in the amount of \$400,000, plus applicable sales tax and a contract to **Snell Crane Service, Inc., Olympia, WA** in the amount of \$300,000, plus sales tax for medium to heavy-lift crane rental services as needed by departments. The contract term will be for one year with the option to renew for four additional one year terms. The specification documents contain market-based provisions for price escalation/de-escalation that will affect overall contract value. The cumulative total of these contracts for the five year period is \$ 700,000, plus applicable sales tax. Two contracts are being recommended to allow departments to select the vendor who gives the best service rate for type of equipment needed and to have adequate service location coverage. Primary contract users consist of Tacoma Public Utilities Water, Power and Rail Divisions. General Government departments use less than one percent of the contract.

STRATEGIC POLICY PRIORITY:

- Encourage and promote an efficient and effective government, which is fiscally sustainable and guided by engaged residents.

BACKGROUND:

ISSUE: The current citywide contract expires with no options to renew. These contracts allow for the continuation of crane rental services used by various City departments as needed. These “as- needed” contracts offer various types and sizes of cranes at fixed rates.

ALTERNATIVES: Not awarding these contracts could result in higher service rates, less availability of equipment and for emergency purposes, the possibility of no guaranteed response time to a specific location.

COMPETITIVE SOLICITATION: Request for Proposals Specification No. CT15-0517F was opened October 6, 2015. Fifteen companies were invited to bid in addition to normal advertising of the project. Four submittals were received.

<u>Respondent</u>	<u>Location (city and state)</u>	<u>Rank or Score</u>
Barnhart Crane & Rigging d/b/a Sicklesteel Cranes	Mount Vernon, WA	283
Snell Crane Service, Inc.	Olympia, WA	180
Ness & Campbell Crane, Inc.	Bothell, WA	87
Axis Crane	Wilsonville, OR	77

CONTRACT HISTORY: New contract.



SUSTAINABILITY: Both contractors are environmental friendly companies that purchase green products when feasible, and practice recycling in their everyday operations.

SBE/LEAP COMPLIANCE: Not applicable.

RECOMMENDATION:

The Finance Department, Purchasing Division recommends contracts be awarded to Barnhart Crane & Rigging d/b/a Sicklesteel Cranes and Snell Crane Service, Inc. to continue supporting crane rental needs to City departments.

FISCAL IMPACT:

EXPENDITURES:

FUND NUMBER & FUND NAME *	COST OBJECT (CC/WBS/ORDER)	COST ELEMENT	TOTAL AMOUNT
Various department funds			
TOTAL			

* General Fund: Include Department

REVENUES:

FUNDING SOURCE	COST OBJECT (CC/WBS/ORDER)	COST ELEMENT	TOTAL AMOUNT
N/A			
TOTAL			

POTENTIAL POSITION IMPACT:

POSITION TITLE	PERMANENT/ PROJECT TEMPORARY POSITION	FTE IMPACT	POSITION END DATE
N/A			
TOTAL			

FISCAL IMPACT TO CURRENT BIENNIAL BUDGET: VARIOUS DEPARTMENT BUDGETS

ARE THE EXPENDITURES AND REVENUES PLANNED AND BUDGETED? Yes