

**BOARD OF BIDS AND CONTRACTS FEBRUARY 6, 2020**

**ITEM REQUIRING BOCC APPROVAL  
(4 ITEMS)**

**1. ROAD IMPROVEMENTS -- PUBLIC WORKS**

**FUNDING -- R175 PREVENTIVEMX-16+**

(Request sent to 47 vendors)

RFB #19-0098 S/C# 8000160144

Engineer's Estimate: \$438,110.85	Conspec Inc. dba Kansas Paving	Cornejo & Sons, LLC	<b>Pavement Pro's LLC</b>
2020 Crack Seal (R175-H)	\$327,014.45	\$474,468.55	<b>\$282,140.15</b>
Bid Bond	Yes	Yes	<b>Yes</b>
No Bid	Dondlinger Construction	L & M Contractors, Inc.	Nowak Construction Co., Inc.
	Pearson Construction, LLC	Unruh Excavating	Wildcat Construction

On the recommendation of Josh Lauber, on behalf of Public Works, Tim Myers moved to **accept the low bid from Pavement Pro's LLC in the amount of \$282,140.15**. Jennifer Blasi seconded the motion. The motion passed unanimously.

This work consists of producing and placing a mixture of cationic polymer-modified asphalt emulsions, aggregate, mineral filler, water, and other additives as needed to prepare and seal all cracks in pavement for 60 miles on selected county roads.

**Questions and Answers**

Tim Myers: Have we used Pavement Pro's LLC before?

David Floyd: We used Pavement Pro's in 2018 for this very same process and just to compare to their performance in 2018, the per lane mile cost, we compare apples to apples by judging per lane mile rather than a mile road, this year's price is \$2,341.00 per lane mile and the actual cost in 2018 was \$2,278.00, so very similar.

Tim Myers: Were we satisfied with their work?

David Floyd: Very.

Angela Caudillo: Is there any concern that the difference between the high and the low is so great and there's such a great difference between the low and the engineer's estimate?

David Floyd: There is, nearly \$200,000.00 difference and we don't know why that is. Typically that's indicative of their willingness to accept the job. It makes you wonder if there's some opportunity cost for them that they will have to give up something in order for them to do this job for us. In order to get them to come out for us that's the price they will need. That's what I suspect. We can't know for certain.

Angela Caudillo: Then based on the fact they were able to do it in 2018 for approximate cost, we believe that is a reasonable estimate.

David Floyd: We do. In fact even more telling, Cornejo & Sons who was the high bid this time, did the work in 2019 at a very similar cost of \$2,451.00 per lane mile. So it's really probably a scheduling issue more than anything else.

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**2. MEDICAL AND FIRST AID SUPPLIES -- VARIOUS COUNTY DEPARTMENTS  
FUNDING -- VARIOUS COUNTY DEPARTMENTS**

(Joint Governmental Purchase Fairfax County, Virginia Contracts #4400009563)

#20-2005 Contract

	<b>Bound Tree Medical, LLC</b>
Medical and First Aid Supplies	<b>Discount Percentages on File</b>

On the recommendation of Josh Lauber, on behalf of various county departments, Angela Caudillo moved to **utilize the Fairfax County, Virginia Contract #4400009563 with Bound Tree Medical, LLC and establish contract pricing per the agreement through December 26, 2020 with four (4) one (1) year options to renew.** Jennifer Blasi seconded the motion. The motion passed unanimously.

EMS is the main Sedgwick County department that will utilize this contract for medical and first aid supplies.

Note:

This is replacing previously approved #17-2046 under Fairfax County, Virginia Contracts #4400005124 and #4400005125. See attached Fairfax Discount List and hyperlink below for more information.

<https://www.fairfaxcounty.gov/cregister/ContractResultList.aspx?vendorName=bound&filterType=Contains&contractNumber=&contractType=&contractFY=&commodity=&NIGPCCode=&orderBy=2&buyerCode>

**Questions and Answers**

Russell Leeds: So we're exercising the joint governmental services exception here and Fairfax County, this was a competitively bid process in Fairfax County?

Josh Lauber: Yes.

Russell Leeds: I understand we are currently contracted now with Bound Tree as well or is that incorrect?

Paul Gibson: Yes. We are currently contracted with Bound Tree through the Fairfax contract. This is a continuation of a contract that we started in 2016.

Russell Leeds: Are they providing the service that you need?

Paul Gibson: Yes. They are actually more than exceeding our goals. If Purchasing were to put out an order today by noon, the closest distribution warehouse is in Dallas, Texas and we would get it tomorrow afternoon barring any current backorders or shortages put out by the pharmaceutical companies.

Angela Caudillo: If more than one manufacturer makes a certain product, does the contract limit to manufacturer A or can get these products from a different manufacturer? Does it limit it like that?

Paul Gibson: There are multiple manufacturers on the contract that provide the exact same medications or medical supplies. Even if we provide an item that is not on the contract, they will add it to the contract for us.

Mike Fessinger: To the extent you are asking for legal advice, I have not reviewed the contract and I cannot tell you whether or not there is any exclusivity. You're being told no, but I just cannot confirm that.

Russell Leeds: In the attached literature there is a link and in the technical specifications, if I'm reading this correctly, it provides specific products the county can specifically add or remove as desired to meet the needs of their departments. That may or may not speak to that.

Paul Gibson: That is correct.

Russell Leeds: So your experience has been they meet your needs?

Paul Gibson: Yes. Like I said if we have a specific item that is not on the contract, they will make an addendum to the contract and add it. We're not the only service in the country using this. This is used nationwide by multiple EMS services. There are items added to the contract on a continuous basis. I think there are 50 different manufacturers out there that provide under this contract and there are thousands of items each manufacturer offers. It's almost an endless supply of what we can purchase from them.

**Fairfax County 4400009563 (Bound Tree Medical, LLC)**

<b>Manufacturer</b>	<b>Discount Percentage</b>
3M Healthcare	50.40%
Abbott	60.00%
ADI Medical	39.90%
Allied HealthCare	42.00%
American Diagnostic Corp.	52.50%
Ansell	40.00%
Briggs Healthcare	36.75%
Cardiac Science	44.10%
Cardinal Science	44.10%
Care Fusion	42.00%
ConMed	47.25%
Conterra	47.25%
Curaplex (Incl. Evaluate Med and Tri-Anim Health Services)	46.00%
Dukal Corp.	44.10%
Dynarex Corp.	47.25%
Ecolab	39.90%
H&H Associates	36.75%
Hartwell	35.00%
Hawkpacks	21.00%
Healthmark	21.00%
Honeywell	21.00%
Intersurgical Inc.	36.75%
JT Posey	18.90%
Laerdal	10.50%
Medical Device International	45.15%
Medline Industries	47.25%
Medsource Int.	36.75%
Medtronic (Incl. Covidien, Kendall, and Nellcor)	36.75%
Meret Oxygen Products	26.25%
Metrex	21.00%
Morrison Medical	50.40%
Mylan	36.75%
Nasco International	31.50%
NeoTech	42.00%
North American Rescue	37.00%
Owens and Minor	18.90%
Parent Production	46.00%
Pelican Products	44.10%
Persys	29.40%
Simulaids	21.00%
Philips	35.00%
Phillips	35.00%
Propak	36.75%
Safetec	26.25%

Stat Packs	28.00%
Sun Med	45.15%
Teleflex (Inc. Pyng, Rusch, Tory, and Wolf)	45.15%
UCAP IT (software excluded)	10.00%
Welch Allen	42.00%
Westmed	44.10%

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**3. PAPER STOCK -- VARIOUS DEPARTMENTS  
FUNDING -- VARIOUS DEPARTMENTS**

(Request sent to 33 vendors)

RFB # 20-0002 Contract

SWPlus				
Description (All White)	Weight	2020 Estimated Cases	Quantity per case	Pricing/Case
8.5 X 11	20	4,800	5,000	\$29.98
8.5 X 14	20	8	5,000	\$44.80
11 X 17	20	20	2,500	\$35.55
8.5 X 11 - 3 hole drilled	20	10	5,000	\$32.97
12 X 18	100	43	800	\$39.20
#10 Regular envelopes	24	21	2,500	\$54.50
#10 Window envelopes	24	88	2,500	\$61.65
Acknowledge Addendum	Yes			
Timber Creek Paper, Inc.				
Description (All White)	Weight	2020 Estimated Cases	Quantity per case	Pricing/Case
8.5 X 11	20	4,800	5,000	\$28.50
8.5 X 14	20	8	5,000	\$39.50
11 X 17	20	20	2,500	\$30.50
8.5 X 11 - 3 hole drilled	20	10	5,000	\$30.50
12 X 18	100	43	400	\$43.64
#10 Regular envelopes	24	21	2,500	\$49.25
#10 Window envelopes	24	88	2,500	\$53.95
Acknowledge Addendum	Yes			
Veritiv Operating Company				
Description (All White)	Weight	2020 Estimated Cases	Quantity per case	Pricing/Case
8.5 X 11	20	4,800	5,000	\$28.95*
8.5 X 14	20	8	5,000	\$43.95
11 X 17	20	20	2,500	\$34.53
8.5 X 11 - 3 hole drilled	20	10	5,000	\$36.30
12 X 18	100	43	700	\$46.61
#10 Regular envelopes	24	21	2,500	\$53.63
#10 Window envelopes	24	88	2,500	\$56.04
Acknowledge Addendum	Yes			
No Bids	Associated Business Forms, Inc.		Central Poly Corporation	
	Computer Products & Supplier International		H. L. Dalis, Inc.	
	Noritsu American Corporation		Paper Roll Products	
	Sumner One			

On the recommendation of Lee Barrier, on behalf of various departments, Jennifer Blasi moved to **accept the overall low bid from Timber Creek Paper, Inc. and establish contracted rates listed above.** Tim Myers seconded the motion. The motion passed unanimously.

This contract supplies the paper stock required to meet the needs of the Print Shop and other county departments.

Note:

Total spend for 2019 was \$146,320.00. Timber Creek was the previous contracted supplier.

\* Minimum order 880 cases.

## **Questions and Answers**

Tim Myers: Is the pricing per case pretty close to what it was on our last contract?

Anna Meyerhoff: No. Paper, within the market, has had a lot of volatility in the last several years. Our last contract was actually terminated because of what was happening in the market and the vendor could no longer adhere to the prices of the contract. Our last contract was done in 2017. From then to now on average for the stock on the contract is a 17% increase.

Russell Leeds: Are we currently contracted with Timber Creek?

Anna Meyerhoff: We are not. They were our last contract but they were the ones who terminated but they will be able to do this contract for a year term.

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**4. COMMUNITY E-WASTE COLLECTION EVENT -- ENVIRONMENTAL RESOURCES**

**FUNDING -- ENVIRONMENTAL RESOURCES**

(Request sent to 40 vendors)

RFP #19-0097 Contract

	<b>Dynamic Lifecycle Innovations, Inc.</b>		
Community E-Waste Collection Event - event cost for two (2) weekends (Thursday-Saturday) March 26, 2020 to April 4, 2020	<b>\$151,500.00</b>		
Per pound, collected material	<b>\$0.24</b>		
No Bid	Bindery Express	Petro Choice	Results Technology
	Starkey, Inc.	TBF Computing, Inc.	Terra Cycle Regulated Waste
	Toters, LLC	Midwest Scrap Management	Waste Connections of Kansas
	Wichita Material Recovery, LLC	All Metal Recycling	Asset Lifecycle, LLC

On the recommendation of Britt Rosencutter, on behalf of Environmental Resources, Tim Myers moved to **accept the proposal from Dynamic Lifecycle Innovations, Inc. with a cost of \$151,500.00 and a collection rate of \$0.24 per pound for the duration of the event.** Jennifer Blasi seconded the motion. The motion passed unanimously.

A review committee comprised of Susan Erlenwein and Cindy Le - Environmental Resources, Jon Medlam - Public Works and Britt Rosencutter - Purchasing reviewed and scored the response based on criteria set forth in the RFP. Dynamic Lifecycle Innovations, Inc. was scored and recommended for award.

Dynamic Lifecycle Innovations, Inc. provided an extremely detailed and thorough response including references who have utilized their services for similar large scale events over multiple years, and is the vendor the county used for the last E-waste event.

This event will be held on two (2) weekends (Thursday-Saturday) March 26-28 and April 2-4, 2020 at the Public Works West Yard.

The awarded vendor is responsible for equipment and staffing to facilitate event days to include: collection of materials from customer vehicles, weighing and tracking materials collected for reporting back to the county, loading material onto trucks for transport back to their facility, and event site preparation/clean-up.

The vendor will recycle all material collected through appropriate domestic recycling facilities following the laws and standards that govern recycling. The vendor will also shred/drill all hard drives received during the event.

Under Dynamic's strict "No Landfill Policy", guarantees that nothing will end up in a landfill and that all materials will be processed at their facility and broken down to their commodity level. From there, Dynamic utilizes vetted partners to ship material to in order to be recycled and reintroduced into the electronic stream.

Note:

The last event was conducted over two (2) consecutive weekends in April of 2018. That event resulted in 536,553 pounds of E-waste material collected.

## Questions and Answers

Russell Leeds: Can you speak as to the pricing on this please? The cost is \$151,500.00 plus an additional \$0.24 per pound for items collected. Is that correct? Would you clarify that please?

Cindy Le: So there's a base price they take into consideration coming here and shipping back. That's their base price and every pound we get is an additional \$0.24. That was very similar to what we had last time and we collected over a million pounds over two weekends. It's about \$50,000.00 cheaper than last time from the base price.

Russell Leeds: What was the total spend last time? Somewhere around \$150,000.00?

Cindy Le: So the total last time including just for Dynamic Recycling was \$282,432.72.

Britt Rosencutter: The base rate actually went down this year from what it was from the last time we did it. I don't have that figure here in front of me.

Russell Leeds: The base rate gets their company, their personnel and their equipment on site?

Cindy Le: Yes.

Russell Leeds: Then \$0.24 per pound hauled off.

Cindy Le: Yes.

Joe Thomas: We'll put that information in the minutes as to last year's stage cost and per pound rate and update the total number of pounds collected.

Cindy Le: My apologies. It was 500,000 (half a million) pounds.

### **Notes to Bid Board Meeting:**

**Base price from last event: \$153,660.00**

**Price per pound from last event: \$0.24**