### BID 18T10 ADDITIONAL VEHICLE PARTS AND SUPPLIES

# FACT SHEET

A. **Overview**: This recommendation is to establish a contract for the purchase of vehicle parts and supplies for Frederick County Public Schools, Transportation Department. Bids were opened on July 10, 2018.

#### 1. Bid participation:

38 proposals downloaded 11 companies submitted a bid

### 2. Bids were received from:

American Bus and Truck, Inc. (Annapolis, MD) Battery One, Inc. (Frederick, MD) The Best Battery Co., Inc. (Baltimore, MD) D & W Diesel, Inc. (Auburn, NY) Fleetpride, Inc. (Irving, TX) Transteck, Inc. dba: Freightliner of Hagerstown (Hagerstown, MD) I.G Burton & Company, Inc. (Milford, DE) J.G Parks & Son, Inc. (Grasonville, MD) Kingmor Supply (Mt. Crawford, VA) Parts Authority Southern, LLC (Frederick, MD) Wants Chevrolet, Inc. (Taneytown, MD)

### 3. Other facts:

- The contract term will be effective from the date of award through June 30, 2020, with two additional two-year renewal options available.
- All pricing will remain firm throughout the contract term.
- Two vendors will be awarded for new OEM factory replacement parts & accessories for freightliner school bus products to meet the needs of FCPS Transportation Department.
- Multiple vendors are recommended for Aftermarket Parts and Supplies to allow flexibility for the Transportation Department.
- Approximately \$568,000 was spent in FY18.
- This contract will be administered by Kurt Weinrich, Parts Lead, Transportation Department.
- 4. **Source of funding**: FY19 Approved Operating Budget and contingent upon Board approval of FY20 Operating Budget.
- B. **Recommendation**: Staff recommends that Bid 18T10, Additional Vehicle Parts & Supplies, be awarded to various vendors, per the attached bid tabulation.

## C. Action taken by the Board (Purchasing use only):

| <u>SRj/c_</u> Approved | Denied | Deferred | Other | SR/jc              |
|------------------------|--------|----------|-------|--------------------|
| _ <u>8.08.18</u> _Date | Date   | Date     | Date  | BOE Mtg.: 08.08.18 |

#### BID 18T10, ADDITIONAL VEHICLE PARTS AND SUPPLIES BID TABULATION - OEM PARTS AND ACCESSORIES

|         | 1.3.1 ITEM 1: OEM PART AND ACCESSORIES  | American Bus<br>& Truck | Battery<br>One | Best<br>Battery | D & W<br>Diesel | FleetPride | Freightliner of<br>Hagerstown | I.G Burton | J.G Parks | Kingmor<br>Supply | Parts<br>Authority | Wantz<br>Chevrolet |
|---------|---|-------------------------|----------------|-----------------|-----------------|------------|-------------------------------|------------|-----------|-------------------|--------------------|--------------------|
| 1.3.1.1 | NEW OEM Factory replacement parts accessories for <u>General Motors</u><br>products           |                         |                |                 |                 |            |                               |            |           |                   |                    |                    |
| A.      | Automotive Parts and Accessories  |                         |                |                 |                 |            |                               |            |           |                   |                    |                    |
|         | Percentage mark-up over vendor's cost:  | No Bid                  | No Bid         | No Bid          | No Bid          | No Bid     | No Bid                        | 30%        | No Bid    | No Bid            | No Bid             | 15%                |
| В.      | Light-Duty truck parts and accessories  |                         |                |                 |                 |            |                               |            |           |                   |                    |                    |
|         | Percentage mark-up over vendor's cost:  | No Bid                  | No Bid         | No Bid          | No Bid          | No Bid     | No Bid                        | 30%        | No Bid    | No Bid            | No Bid             | 15%                |
| C.      | Medium-duty truck parts and accessories   |                         |                |                 |                 |            |                               |            |           |                   |                    |                    |
|         | Percentage mark-up over vendor's cost:  | No Bid                  | No Bid         | No Bid          | No Bid          | No Bid     | No Bid                        | 30%        | No Bid    | No Bid            | No Bid             | 15%                |
| 1.3.1.2 | NEW OEM Factory replacement parts accessories for <u>Thomas</u> school bus<br>products        |                         |                |                 |                 |            |                               |            |           |                   |                    |                    |
| Α.      | School bus parts and accessories  |                         |                |                 |                 |            |                               |            |           |                   |                    |                    |
|         | Percentage mark-up over vendor's cost:  | 25%                     | No Bid         | No Bid          | No Bid          | No Bid     | No Bid                        | No Bid     | No Bid    | No Bid            | No Bid             | No Bid             |
| 1.3.1.3 | New OEM factory replacement parts and accessories for <u>Blue Bird</u> school bus products    |                         |                |                 |                 |            |                               |            |           |                   |                    |                    |
| Α.      | School bus parts and accessories  |                         |                |                 |                 |            |                               |            |           |                   |                    |                    |
|         | Percentage mark-up over vendor's cost:  | No Bid                  | No Bid         | No Bid          | No Bid          | No Bid     | No Bid                        | 30%        | No Bid    | No Bid            | No Bid             | No Bid             |
| 1.3.1.4 | New OEM factory replacement parts and accessories for <u>Freightliner</u> school bus products |                         |                |                 |                 |            |                               |            |           |                   |                    |                    |
| Α.      | Medium-duty truck parts and accessories   |                         |                |                 |                 |            |                               |            |           |                   |                    |                    |
|         | Percentage mark-up over vendor's cost:  | 25%                     | No Bid         | No Bid          | No Bid          | No Bid     | 25%                           | No Bid     | 20%       | No Bid            | No Bid             | No Bid             |
| В.      | School bus parts and accessories  |                         |                |                 |                 |            |                               |            |           |                   |                    |                    |
|         | Percentage mark-up over vendor's cost:  | 25%                     | No Bid         | No Bid          | No Bid          | No Bid     | 25%                           | No Bid     | No Bid    | No Bid            | No Bid             | No Bid             |
|         | 1.3.2 ITEM 2: Aftermarket (OEM Equivalent) Parts and Supplies                                 |                         |                |                 |                 |            |                               |            |           |                   |                    |                    |
| 1.3.2.1 | Medium duty truck & van parts and accessories   |                         |                |                 |                 |            |                               |            |           |                   |                    |                    |
|         | Percentage mark-up over vendor's cost:  | No Bid                  | No Bid         | No Bid          | 10.3%           | 20%        | 20%                           | 30%        | 20%       | No Bid            | 20%                | 15%                |
| 1.3.2.2 | School bus parts and accessories  |                         |                |                 |                 |            |                               |            |           |                   |                    |                    |
|         | Percentage mark-up over vendor's cost:  | 25%                     | No Bid         | No Bid          | 10.3%           | 20%        | 20%                           | 30%        | 20%       | 20%               | 20%                | 15%                |

#### BID 18T10, ADDITONAL VEHICLE PARTS AND SUPPLIES BID TABULATION - ITEM 3 BATTERIES

|                                  |                    |                                      | American Bus & Truck |               | Battery One |               | Best Battery |               | D & W Diesel |               | FleetPride             |                     | Freightliner of Hagerstow | I.G Bu                      | irton         | J.G Parks        |                      | Kingmor Supply |               | ly Parts Author |                      | Wantz Chev     | /rolet        |
|----------------------------------|--------------------|--------------------------------------|----------------------|---------------|-------------|---------------|--------------|---------------|--------------|---------------|------------------------|---------------------|---------------------------|-----------------------------|---------------|------------------|----------------------|----------------|---------------|-----------------|----------------------|----------------|---------------|
| MANUFACTURER<br>REFERENCE        | MFG/PART#          | ITEM DESCRIPTION                     | MFR NAME             | UNIT<br>PRICE | MFR NAME    | UNIT<br>PRICE | MFR NAME     | UNIT<br>PRICE | MFR<br>NAME  | UNIT<br>PRICE | MFR NAME               | UNIT<br>PRICE       | MFR NAME UNIT PRIC        | MFR NAME                    | UNIT<br>PRICE | MFR              | UNIT<br>PRICE        | MFR NAME       | UNIT<br>PRICE | MFR NAME        | UNIT<br>PRICE        | MFR NAME       | UNIT<br>PRICE |
| Bendix                           | 012379             | Master Cylinder                      |                      |               |             |               |              |               |              |               | Bendix                 | \$ 387.00           | Bendix \$ 415.68          | Bendix                      | \$ 385.05     | Bendix           | \$473.54             | Bendix         | \$ 334.76     |                 |                      |                |               |
| Bendix                           | 5013253            | Switch                               | Bendix               | \$ 51.33      |             |               |              |               |              |               | Bendix                 | \$ 49.98            | Bendix \$ 49.28           | Bendix                      | \$ 56.64      | Bendix           | \$ 49.60             | Bendix         | \$ 46.32      |                 |                      |                |               |
| Bendix                           | 5004341            | AD-9 Purge Valve                     | Bendix               | \$ 55.50      |             |               |              |               |              |               | OT-FP Exclusive        | \$ 11.01            | Bendix \$ 53.28           | Bendix                      | \$ 59.25      | Automann         | \$ 34.29             | Haldex         | \$ 45.59      |                 |                      |                |               |
| Bendix                           | 107794             | AD-9 Dryer Cartridge                 | Bendix               | \$ 25.45      |             |               |              |               |              |               | OT-FP Exclusive        | \$ 15.74            | Bendix \$ 144.03          | Bendix                      | \$ 27.18      | Automann         | \$ 24.24             | Bendix         | \$ 24.40      |                 |                      |                |               |
| Bendix                           | 109493             | AD-IP Dryer Cartridge                | Bendix               | \$ 76.43      |             |               |              |               |              |               | OT-FP Exclusive        | \$ 32.51            | Bendix \$ 73.38           | Bendix                      | \$ 81.59      | Automann         | \$ 73.36             | Bendix         | \$ 74.94      |                 |                      |                |               |
| Bluebird                         | 66850              | Switch                               |                      |               |             |               |              |               |              |               |                        |                     |                           | Bluebird                    | \$ 56.64      |                  |                      |                |               |                 |                      |                |               |
| Bluebird                         | 10020420           | Pedal                                |                      |               |             |               |              |               |              |               |                        |                     |                           | Bluebird                    | \$ 107.82     |                  |                      |                |               |                 |                      |                |               |
| Bluebird                         | 122425             | BROWN BOTTOM                         |                      |               |             |               |              |               |              |               |                        |                     |                           | Bluebird                    | \$ 15.90      |                  |                      | K & M Supply   | \$ 17.41      |                 |                      |                |               |
| Bluebird                         | 127115             | BROWN 39"                            |                      |               |             |               |              |               |              |               |                        |                     |                           | Bluebird                    | \$ 15.90      |                  |                      | K & M Supply   | \$ 19.80      |                 |                      |                |               |
| Bluebird                         | 10010377           | HI BACK                              |                      |               |             |               |              |               |              |               |                        |                     |                           | Bluebird                    | \$ 30.36      |                  |                      | K & M Supply   | \$ 29.77      |                 |                      |                |               |
| CR                               | 35066              | Front Seal                           |                      |               |             |               |              |               |              |               | SKF/CR                 | \$ 26.86            |                           | Bluebird                    | \$ 35.84      | CR               | \$ 24.77             | CR             | \$ 28.22      | CR              | \$ 25.12             |                |               |
| CR                               | 47697              | Rear Seal                            |                      |               |             |               |              |               |              |               | SKF/CR                 | \$ 34.25            |                           | Bluebird                    | \$ 37.79      | CR               | \$ 31.60             | CR             | \$ 36.01      | CR              | \$ 32.02             |                |               |
| Freightliner                     | A05-22405-000      | Coolant Tube                         | Freightliner         | \$ 83.13      |             |               |              |               |              |               |                        |                     | Freightliner \$ 83.13     |                             |               |                  |                      |                |               |                 |                      |                |               |
| Freightliner                     | A05-25160-000      | Coolant Tube                         | Freightliner         | \$113.66      |             |               |              |               |              |               |                        |                     | Freightliner \$ 113.66    |                             |               |                  |                      |                |               |                 |                      |                |               |
| General Motors                   | 25921611           | Convertor                            |                      |               |             |               |              |               |              |               |                        |                     |                           | GM                          | \$ 1,096.25   |                  |                      |                |               |                 |                      | General Motors | \$951.46      |
| General Motors                   | 20858261           | Convertor                            |                      |               |             |               |              |               |              |               |                        |                     |                           | GM                          | \$ 924.97     |                  |                      |                |               |                 |                      | General Motors | \$ 802.80     |
| Horton                           | 99452100118003     | Fan Clutch                           |                      |               |             |               |              |               | Horton       | \$715.26      | Horton                 | \$ 599.29           | Horton \$ 696.45          |                             |               | Horton           | \$ 731.58            | Horton         | \$ 800.56     |                 |                      |                |               |
| Horton                           | 996121             | Fan Clutch                           | Horton               | \$564.71      |             |               |              |               | Horton       | \$ 586.23     | Horton                 | \$ 516.19           | Horton \$ 542.12          |                             |               | Horton           | \$ 569.26            | Horton         | \$656.15      |                 |                      |                |               |
| International                    | DBC-2K-GRN-39      | 39" GREEN BACK                       |                      |               |             |               |              |               |              |               |                        |                     |                           |                             |               |                  |                      | K & M Supply   | \$ 19.80      |                 |                      |                |               |
| Magnum Seat                      | 101343XN1095       | GREEN BOTTOM CUSHION                 |                      |               |             |               |              |               |              |               |                        |                     |                           |                             |               |                  |                      | Seats Inc      | \$ 195.16     |                 |                      |                |               |
| Magnum Seat                      | 101343YN372        | BLACK BOTTOM CUSHION                 |                      |               |             |               |              |               |              |               |                        |                     |                           |                             |               |                  |                      | Seats Inc      | \$ 88.32      |                 |                      |                |               |
| New IC Bus                       | ZB5620390051       | BROWN BOTTOM                         |                      |               |             |               |              |               |              |               |                        |                     |                           |                             |               |                  |                      | K & M Supply   | \$ 17.41      |                 |                      |                |               |
| New IC Bus                       | ZB5736390051       | BROWN BACK                           |                      |               |             |               |              |               |              |               |                        |                     |                           |                             |               |                  |                      | K & M Supply   | \$ 22.78      |                 |                      |                |               |
| Speciality Manufacturing         | SMC78172           | Crossing Arm                         |                      |               |             |               |              |               |              |               |                        |                     |                           | Speciality<br>Manufacturing | \$ 344.50     |                  |                      | Speciality MFG | \$ 382.48     |                 |                      |                |               |
| Speciality Manufacturing         | SE17980E-SP        | Sp Stop Sign                         |                      |               |             |               |              |               |              |               |                        |                     |                           | Speciality<br>Manufacturing |               |                  |                      | Speciality MFG | \$ 359.53     |                 |                      |                |               |
| Speciality Manufacturing         | SMA28115C          | Crossing Arm                         | Speciality           | \$167.83      |             |               |              |               |              |               |                        |                     |                           | Speciality                  |               |                  |                      | Speciality MFG | \$ 195.37     |                 |                      |                |               |
| Thomas                           | DBC-3-BRN-39       | 39" BROWN BACK                       | Speciality           | \$107.65      |             |               |              |               |              |               |                        |                     |                           | Wallulacturing              | 3 1/1.40      |                  |                      | K & M Supply   | \$ 19.80      |                 |                      |                |               |
| Thomas                           | CC-3-BRN-39        | 39" BROWN BOTTOM                     |                      |               |             |               |              |               |              |               |                        |                     |                           |                             |               |                  |                      | K & M Supply   | \$ 17.41      |                 |                      |                |               |
| Thomas                           | 472039-052         | GREEN HIBACK 45"                     |                      |               |             |               |              |               |              |               |                        |                     |                           |                             |               |                  |                      | K & M Supply   | \$ 22.78      |                 |                      |                |               |
| Made In U.S*                     | 3782               | Bearing                              |                      |               |             |               |              |               |              |               | NTN/Bower              | \$ 10.44            | Timken \$ 14.70           |                             |               | Timken           | \$ 15.44             | K & W Supply   | \$ 22.76      | Timken          | \$ 10.58             |                |               |
| Made In U.S*                     | 3720               | Bearing                              |                      |               |             |               |              |               |              |               | NTN/Bower              | \$ 5.26             | Timken \$ 11.14           |                             |               | Timken           | \$ 11.74             |                |               | Timken          | \$ 4.90              |                |               |
|                                  | HM212049           |                                      |                      |               |             |               |              |               |              |               | NTN/Bower              |                     | Timken \$ 19.82           |                             |               |                  | \$ 20.83             |                |               | Timken          | \$ 14.43             |                |               |
| Made In U.S*<br>Made In U.S*     | HM212049           | Bearing<br>Bearing                   |                      |               |             |               |              |               |              |               | NTN/Bower              | \$ 14.58<br>\$ 8.43 | (IIIIKEI) \$ 19.82        | 1                           |               | Timken<br>Timken | \$ 20.83<br>\$ 12.20 |                |               | Timken          | \$ 14.43<br>\$ 8.37  |                |               |
| Made In U.S*<br>Made In U.S*     | CR1630             | Bearing<br>Hub Cap                   |                      |               |             |               |              |               |              |               | SKF/CR                 | \$ 8.43             |                           | 1                           |               | CR               | \$ 17.26             |                |               | Stemco          | \$ 40.07             |                | -             |
| wade III U.S.                    | Cn1030             | пио сар                              |                      |               |             |               |              |               |              |               | SKF/UK                 | ə 14.15             |                           | 1                           |               | LK               | ş 17.20              |                |               | Stemco          | ş 40.07              |                |               |
| ITEM 3: BATTERIES                |                    |                                      |                      |               |             |               |              |               |              |               |                        |                     |                           |                             |               |                  |                      |                |               |                 |                      |                |               |
| Johnson Controls, Deka,<br>Exide | 81HC/ Group 31 Stu | Battery 12V Heavy Duty<br>CCA 950    |                      |               | No Bid      | No Bid        | Deka         | \$ 78.00      |              |               | No Bid                 | No Bid              |                           |                             |               |                  |                      |                |               | Exide           | 98.78 (\$29<br>Core) |                |               |
| Johnson Controls, Deka,          | pinc/ Group 31 Stu | Battery 12V Heavy Duty               |                      |               | INO BIO     | INO BIO       | Deka         | \$ 78.00      |              |               | OTR/Johnson            | INO BID             |                           |                             |               |                  |                      |                |               | Exide           | 72.75 (\$29          |                | -             |
| Exide<br>Johnson Controls, Deka, | B1HC/ Group 31 Stu | CCA 925<br>Battery 12V Universal     |                      |               | Exide       | \$ 70.61      | Exide        | \$ 68.00      |              |               | Control<br>OTR/Johnson | \$ 70.00            |                           |                             |               |                  |                      |                |               | Exide           | Core)<br>65.67 (\$19 |                |               |
| Exide                            | DT78HC/ Group 78D  | (Minimum 800CCA)                     |                      |               | Exide       | \$ 59.62      | Exide        | \$ 60.00      |              |               | Control                | \$ 63.21            |                           |                             |               |                  |                      |                |               | Exide           | Core)                |                |               |
| Johnson Controls, Deka,<br>Exide | 6560/Group 65      | Battery 12V Ford<br>(Minimum 800CCA) |                      |               | Exide       | \$ 60.91      | Exide        | \$ 60.00      |              |               | OTR/Johnson<br>Control | \$ 70.45            |                           |                             |               |                  |                      |                |               | 65CP            | 67.05 (\$19<br>Core) |                |               |

