SUBJECT: Purchase of Backhoes

BID #: SC-0366-21 **OPEN DATE:** 5/5/2021

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT: Supply Contract – Date of award through September 30, 2021 with two (2) one (1) year renewal options

AGENCY: Fleet Management Division

BASIS OF AWARD: All or None to the lowest responsive, responsible bidder

NUMBER OF BIDS INVITED: 4 **NUMBER RECEIVED:** 3 **OTHER:** 0

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval to ratify the period of service from October 1, 2022 through date of award. Recommend approval to utilize the second and final renewal option with Briggs Equipment, Inc. Period of service is from date of award through September 30, 2023. Total revised estimated annual expenditure is $241,199.04. Total expenditure not to exceed $593,462.04.

Funding Source: 51103.114001.564010.000000.00000500.00000 – To be encumbered by purchase order

Attachments: Recommendation Memo, Vendor Letter and Previous Awards

Analyst: Carey Sidlo **RESPECTFULLY SUBMITTED:** DUSTIN FREEMAN, CHIEF PROCUREMENT DIVISION

CONCURRENCE BY: Crisencio Tongol, Chief, Fleet Management Division

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(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF GGAC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING _____ MEMBERS DISAPPROVING _____ DATE: _____

_____ _____ OTHER: _____

_____ _____

_____ _____

ACTION OF AWARDING AUTHORITY DATE _____

APPROVED _____ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

FINANCE AND ADMINSTRATION DEPARTMENT

FLEET MANAGEMENT DIVISION

Jacksonville

Where Florida Begins.

Date: October 11, 2022

To: Dustin Freeman, Chief of Procurement Division

Thru: Cris Tongol, Chief of Fleet Management

From: David Hylazewski, Equipment Control Administrator DH

Re: Recommendation of Approval of Second (2nd) renewal for SC-0366-21 Purchase of Backhoes

Fleet Management Division is requesting approval to utilize the Second (2nd) renewal option of SC-0366-21 Purchase of Backhoes to Briggs Equipment. Price included an increase per the attached documents. Period of Service is October 1, 2023 through September 30, ~~2024~~. 2023 Total estimated expenditure not to exceed $241,199.04. Total not to exceed amount $593,462.04.

Funding Source: 51103.114001.564010.000000.00000500.00000 to be encumbered by purchase order

Kurtz, Sheryl

From: Darius Prentice <Darius.Prentice@Briggsequipment.com>
Sent: Thursday, October 6, 2022 9:26 AM
To: Kurtz, Sheryl
Subject: RE: SC-0339-21 2nd Renewal Option - 2nd request

EXTERNAL EMAIL: This email originated from a non-COJ email address. Do not click any links or open any attachments unless you trust the sender and know the content is safe.

Good morning Sheryl,
I apologize for this taking so long. I had to work with the factory to get updated pricing.

Current price for the following bids are listed below:

SC-0339-21 – Track Loader, $100,717.32
SC-0366-21 – Backhoes, $120,599.52

Briggs equipment would like to exercise the renewal option for both the above contracts at the new price. This price includes all factory price increases.

Please email or call me if you have any questions.

Darius Prentice | Equipment Sales
Connect with me on LinkedIn!
2525 Phillips Highway | Jacksonville, FL 32207
Office: (904) 260-6105 | Cell: (904) 510-7908
Website | Facebook | Instagram | Careers | Privacy Policy

From: Kurtz, Sheryl
Sent: Monday, October 3, 2022 10:59 AM
To: Darius Prentice
Subject: RE: SC-0339-21 2nd Renewal Option - 2nd request

JCB INC

2000 Bamford Boulevard
Pooler, GA 31322
www.jcb.com
Tel: (912) 447-2000
Fax: (912) 447-2299

Date: November 16, 2021

To: Dealer Principals (US/CANADA)
General Managers (US/CANADA)

Subject: **JCB North America Price Increase (Effective January 1, 2022)**

Our industry continues to be adversely impacted by significant increases in manufacturing costs, particularly related to the price of steel and other raw materials, components and logistics as disruptions and shortages continue to impact global supply chains.

The recently released October U.S. Consumer Price Index (CPI) registered an inflation rate of 6.2% vs. October 2020, the fastest rate of inflation since 1990. For perspective, the price of steel is now 220% higher than 12 months prior and rising energy input costs continue to stoke inflationary pressures with the aggregate Energy CPI in October hitting +30%. Specifically, gasoline is now up +49.6% vs. prior year and diesel fuel is up +56%.

Therefore, JCB will be implementing the following increases which will be applied to invoices effective January 1st, 2022. These increases will be automatically applied at time of invoice irrespective of any retail and or 3rd party commitments made prior to January 1st on Machines or Aftermarket products delivering in the new year.

Machines (Including Access & Power Generation):
U.S. and Canadian Dealer Machine, Access Platforms and Generator prices will increase 6.0% on all units invoiced on or after January 1, 2022.

Attachments:
U.S. and Canadian Dealer Attachments pricing will attract an increase of 6.0% with a new price file upload effective January 1, 2022.

All Other Aftermarket Parts, Lubricants & LiveLink:
U.S. and Canadian Dealer all other Aftermarket pricing will attract an increase of 6.0% with a new price file upload effective January 1, 2022.

This is a difficult decision however one which we see as appropriate in response to a rapidly changing inflationary environment.

As always, stay safe and thank you for your business and continued support of the JCB brand as we close out a record 2021 retail sales year and turn our attention to further growth opportunities in the new year.

Regards,

Kenneth R. Bianco
Vice President-Commercial Operations

JCB INC

2000 Bamford Boulevard
Pooler, GA 31322
www.jcb.com
Tel: (912) 447-2000
Fax: (912) 447-2299

Date: April 4, 2022

To: Dealer Principals (US/CANADA)
General Managers (US/CANADA)

Subject: **JCB North America Price Increase (Effective May 2, 2022)**

Our industry continues to be adversely impacted by significant increases in manufacturing costs, particularly related to the price of steel and other raw materials, components and logistics as disruptions and shortages continue to impact global supply chains.

The recently released February U.S. Consumer Price Index (CPI) registered an inflation rate of 7.9% over the last 12-months, the fastest rate of inflation since 1982. For perspective, the price of Hot Rolled Coil Steel has risen sharply by +50% since January of this year and rising energy input costs continue to stoke inflationary pressures with the aggregate Energy CPI in February hitting +25.6%. Specifically, diesel fuel is now up +40% vs. prior year.

Therefore, JCB will be implementing the following increases which will be applied to invoices effective May 2, 2022. These increases will be automatically applied at time of invoice irrespective of any retail and or 3rd party commitments made prior to May 2, 2022 on Machines or Aftermarket products.

Machines (Including Access & Power Generation):
U.S. and Canadian Dealer Machine, Access Platforms and Generator prices will increase **6.0%** on all units invoiced on or after May 2, 2022.

**** Exception, Teleskids will attract the 6% uplift however SSL and CTL models will receive no increase.*

Aftermarket Parts & Attachments:
U.S. and Canadian Dealer Parts and Attachments pricing will attract an increase of **6.0%** with a new price file upload effective May 2, 2022.

Machine Freight:
Against a backdrop of industry-wide capacity shortages, rapidly rising diesel prices and carrier-imposed Fuel Surcharges, machine freight as billed as a line item on machine invoices will attract an increase of **20%** for all machines invoiced on or after May 2, 2022. *For example, if your branch freight charge was $1,000, the new charge will be $1,200 effective May 2, 2022.*

This is a difficult decision however one which we see as appropriate in response to a rapidly changing inflationary environment.

As always, stay safe and thank you for your business and continued support of the JCB brand.

Regards,

Kenneth R. Bianco
Vice President-Commercial Operations

SUBJECT: Purchase of Backhoes

BID #: SC-0366-21

OPEN DATE: 5/5/2021

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT: Supply Contract – Date of award through September 30, 2021 with two (2) one (1) year renewal options

AGENCY: Fleet Management Division

BASIS OF AWARD: All or None to the lowest responsive, responsible bidder

NUMBER OF BIDS INVITED: 4 **NUMBER RECEIVED:** 3 **OTHER:** 0

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval to utilize the first of two (2) renewal options with Briggs Equipment, Inc. Period of service is from October 1, 2021 through September 30, 2022. Total revised estimated annual expenditure amount is $88,065.75, for a total expenditure amount not to exceed $352,263.00.

Funding Source: 51103.114001.564010.000000.00000500.00000.0000000 – To be encumbered by purchase order

Attachments: Recommendation Memo, Vendor Letter and Previous Award

This award is subject to appropriation by the City in the fiscal year beginning October 1, 2021. No funds have been appropriated to date. The City has no obligation for payment and work hereunder is not authorized unless funds are appropriated for the work herein A written notification will be provided in the event that funds are appropriated.

Analyst: Annette Burney

RESPECTFULLY SUBMITTED: GREGORY PEASE, CHIEF PROCUREMENT DIVISION

CONCURRENCE BY: Crisencio Tongol, Chief, Fleet Management Division

(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF GGAC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING 3 MEMBERS DISAPPROVING 0 DATE: 9/9/2021

Teresa R. Eichner

OTHER:

ACTION OF AWARDING AUTHORITY DATE 9-10-21

APPROVED ✓ DISAPPROVED

OTHER

SIGNATURE OF AUTHENTICATION

Brian Hughes
Chief Administrative Officer
For: Mayor Lenny Curry
Under Authority of:
Executive Order No: 2019-02

JCB INC

2000 Bamford Boulevard
Pooler, GA 31322
www.jcb.com
Tel: (912) 447-2000
Fax: (912) 447-2299

Date: August 2, 2021

To: Dealer Principals
General Managers

Subject: **JCB North America Price Increase (Effective September 1, 2021)**

JCB has continued monitoring significant increases in our manufacturing costs, particularly related to the price of steel and other raw materials, parts/components and logistics as disruptions and bottlenecks continue to impact global supply chains.

Earlier this year, JCB took the difficult decision to implement a price increase effective April 1st to offset a portion of these escalating costs.

Unfortunately, this action by itself is not forecast to be sufficient to mitigate the effects of these on-costs.

Therefore, JCB will be implementing the following increases which will be applied to invoices effective September 1, 2021:

Machine/Access/Power Generation:
U.S. and Canadian Dealer Machine (excludes recently priced 35Z Compact Excavator), Access Platforms and Generator prices will increase 3.0% on all units invoiced on or after September 1, 2021.

Attachments:
U.S. and Canadian Dealer Attachments pricing will attract an increase of 6.0% with a new price file upload effective September 1, 2021.

Lubricants (Engine, Gear, Hydraulic, Transmission and Universal Oils):
U.S. and Canadian Dealer Lubricants pricing will attract an increase of 5.0% with a new price file upload effective September 1, 2021.

Grease:
U.S. and Canadian Dealer Grease pricing will attract an increase of 13.5% with a new price file upload effective September 1, 2021.

All Other Aftermarket Parts, Livelink & Premier Cover:
U.S. and Canadian Dealer all other Aftermarket pricing will attract an increase of 3.5% with a new price file upload effective September 1, 2021.

Thank you for your understanding as we manage through these challenging times and work together to deliver a robust retail sales performance in 2021.

In the current environment, it is also unlikely that our competitors will be able to fully absorb these raw material increases and, if not already imposed, will likely be taking similar action in the coming weeks.

This is a difficult decision however one which we see as appropriate in response to rapidly changing commodities pricing. As always, stay safe and thank you for your business and continued support of the JCB brand.

Regards,

Kenneth R. Bianco
Vice President-Commercial Operations

SUBJECT: Purchase of Backhoes

BID #: SC-0366-21

OPEN DATE: 5 5/2021

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT: Supply Contract – Date of award through September 30, 2021 with two (2) one (1) year renewal options

AGENCY: Fleet Management Division

BASIS OF AWARD: All or None to the lowest responsive responsible bidder

NUMBER OF BIDS INVITED: 4 NUMBER RECEIVED: 3 OTHER: 0

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval of award to Briggs Equipment for the purchase of three (3) backhoes Period of service from date of award through September 30 2021 with two (2) one (1) year renewal options Total expenditure amount not to exceed 5264 197 25

Funding Source 51103 114001 564010 000000 00000000 00000 0000000 – To be encumbered by purchase order

Attachments Recommendation Memo Tabulation and Terms and Conditions

Analyst: Annette Burney

RESPECTFULLY SUBMITTED: GREGORY PEASE CHIEF PROCUREMENT DIVISION

CONCURRENCE BY: Crisencio Tongol, Chief, Fleet Management Division

(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF GGAC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING 3 MEMBERS DISAPPROVING 0 DATE: 5/27/2021

Teresa R. Eichner

OTHER

ACTION OF AWARDING AUTHORITY

DATE

APPROVED 3 H DISAPPROVED

OTHER

SIGNATURE OF AUTHENTICATION: