

**MEMORANDUM
COUNTY OF PLACER
ADMINISTRATIVE SERVICES DEPARTMENT
PROCUREMENT SERVICES DIVISION**

TO: Honorable Board of Supervisors
FROM: Brett Wood, Purchasing Manager *BW*
DATE: April 10, 2012
SUBJECT: Approve the Award of Competitive Bid No. 10167 to Hunt and Sons Inc. for Automotive Oil and Lube Products in the Total Aggregate Amount of \$105,000.00

ACTION REQUESTED

Approve the award of competitive Bid No. 10167 to Hunt and Sons Inc. of Sacramento, CA, for automotive oil and lube products in the total aggregate amount of \$105,000.00, and authorize the Purchasing Manager to sign the resulting blanket purchase orders (BPOs).

BACKGROUND

The Placer County Fire Department and the Department of Public Works Fleet Services Division (DPW) require annual BPOs for the purchase of automotive oil and lube products on an as-needed basis for the County's fleet of vehicles and heavy equipment. Both departments' current BPOs expired on March 31, 2012.

On behalf of the Placer County Fire Department and DPW the Procurement Services Division developed Invitation for Bids (IFB) No. 10167 to solicit competitive bids for the various automotive oil and lube products specified by the departments. The bid was distributed via the County's E-Bid system to twenty-four potential bidders and was advertised on the County's website. The sole bidder is Hunt and Sons Inc. The vendor is the departments' previous supplier. Hunt and Sons' bid prices represent a 2.94 percent decrease compared to last year's pricing based on the departments' estimated annual requirements. A price comparison is included as Attachment A.

FISCAL IMPACT

Upon your Board's approval, BPOs will be awarded to Hunt and Sons Inc. in the total aggregate amount of \$105,000.00 for the period of April 10, 2012, through March 31, 2013. The BPO amounts will be as follows: Placer County Fire in the maximum amount of \$15,000.00 and DPW in the maximum amount of \$90,000.00. The Departments' Fiscal Impact Statements are attached (refer to Attachments B and C).

Attachments: A – Bid Pricing Comparison
B – Placer County Fire's Fiscal Impact Statement
C – Fleet Services' Fiscal Impact Statement

cc: Scott Lindgren, Placer County Fire Division Chief-South Operations
Kim Davis, CEO Administration Senior Account Auditor
Cynthia Taylor, Public Works Senior Administrative Services Officer
Chuck Gordon, Public Works Manager-Fleet Operations



BID PRICING COMPARISON

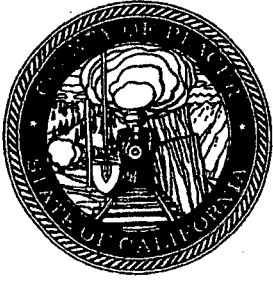
Bid No. 10167
Title: Automotive Oil and Lube Products
Due Date: 3/13/12 @ 2:30 PM (Pacific)

Buyer Name: Jon Manning
Phone: 530-889-4290
Estimated Award Date: 4/10/12

Pricing Up To 3/31/12 Pricing from Bid #10167

		Name of Firm	Hunt & Sons Inc.		Hunt & Sons Inc.	
		City/State	Sacramento/CA		Sacramento/CA	
		Contact	Josh Hunt		Josh Hunt	
		Telephone	916-383-4868		916-383-4868	
		Fax Number	916-383-1005		916-383-1005	
		FOB	Destination		Destination	
		LVP Certified? ⁽¹⁾	Yes		Yes	
		Invoice Terms ⁽²⁾	2% 20 days		2% 15 days	
Item No.	Item Description	Qty (Gal.)	Unit Price	Extension	Unit Price	Extension
Package 1 - Virgin Automotive Lube and Motor Oil Products						
1.1	Heavy Duty Motor Oil Multigrade LE 15W-40 (CJ-4) Bulk	1500	9.71	14,565.00	7.04	10,560.00
1.2	Heavy Duty Motor Oil Multigrade LE 15W-40 (CJ-4) 55 Gallon Drum	990	10.09	9,989.10	7.44	7,365.60
1.3	Heavy Duty Motor Oil Multigrade LE 15W-40 (CJ-4) 5 Gallon Pails	400	11.88	4,752.00	8.39	3,356.00
1.4	Heavy Duty Motor Oil Multigrade LE 15W-40 (CJ-4) Gallons 4/Case	100	13.56	1,356.00	10.98	1,098.00
1.5	Heavy Duty Motor Oil Multigrade LE 15W-40 (CJ-4) Quart Container	400	12.91	5,164.00	10.09	4,036.00
1.6	Heavy Duty Motor Oil Multigrade 15W-40, GEO Low Ash, 55 Gallon	825	11.66	9,619.50	9.30	7,672.50
1.7	Motor Oil, 5W-30 Bulk	2000	9.83	19,660.00	7.39	14,780.00
1.8	Motor Oil, 5W-30 55 Gallon Drum	220	NO BID		7.79	1,713.80
1.9	Motor Oil, 5W-30 Quart Container	200	11.64	2,328.00	9.12	1,824.00
1.10	Heavy Duty Motor Oil, SAE 10W, 55 Gallon Drum	1320	12.14	16,024.80	8.09	10,678.80
1.11	Heavy Duty Motor Oil, SAE 30W, 55 Gallon Drum	110	11.57	1,272.70	9.40	1,034.00
1.12	Heavy Duty Motor Oil, SAE 50W, 55 Gallon Drum	110	12.36	1,359.60	9.79	1,076.90
1.13	Heavy Duty Motor Oil, 50W, 5 Gallon Pails	100	12.83	1,283.00	12.30	1,230.00
1.14	Heat Transfer 46 (ISO 46), 55 Gallon Drum	110	12.52	1,377.20	8.25	907.50
1.15	Rando HD ISO 32 Hydraulic Fluid 5 Gallon Pail	20	NO BID		7.90	158.00
1.16	ATF Dextron III & Mercon, 55 Gallon Drum	440	9.45	4,158.00	6.99	3,075.60
1.17	ATF Dextron III & Mercon, Quarter Drums (16 Gallons)	100	10.46	1,046.00	10.59	1,059.00
1.18	AW-46 Hydraulic Fluid, 5 Gallon Pails	100	9.49	949.00	7.90	790.00
1.19	THF 1000 Multifunction Hydrostatic Fluid, 55 Gallon Drum	110	NO BID		7.69	845.90
1.20	THF 1000 Multifunction Hydrostatic Fluid, Quarter Drums (16 Gallon)	240	NO BID		8.89	2,133.60
1.21	Compressor Oil Tegra 100, 5 Gallon Pails	75	33.30	2,497.50	31.15	2,336.25
1.22	Universal Gear Lube, 85W-140, 55 Gallon Drums	440	1.79	787.60	1.59	699.60
1.23	Universal Gear Lube, 85W-140, Quarter Drums (16 Gallons)	840	1.8635	1,565.34	1.66	1,394.40
1.24	Moly Max Grease 2, Quarter Drums (120 lbs)	240	3.412	818.88	3.33	799.20
1.25	Moly Max Grease 2, 14 ounce Tubes	150	NO BID		3.53	529.50
1.26	Dura Lith Grease, EP, Quarter Drums (120 lbs)	120	2.1175	254.10	2.02	242.40
1.27	Dura Lith Grease, EP, 14 ounce Tubes	192	2.28	437.76	2.19	420.48
1.28	Ultra Duty Grease, EP-2, Quarter Drums (120 lbs)	240	2.335	560.40	2.26	542.40
1.29	Ultra Duty Grease, EP-2, 35 lb. Pails	350	2.3505	822.68	2.31	808.50
1.30	Ultra Duty Grease, EP-2, 14 ounce Tubes	168	2.619	439.99	2.53	425.04
			Subtotal	103,088.15	Subtotal	83,592.97
			7.25% Sales Tax	7,473.89	7.25% Sales Tax	6,060.49
			Bid Total	110,562.04	Bid Total	89,653.46
Package 2 - Re-Refined Lube and Motor Oil Products						
2.1	Heavy Duty Motor Oil Multigrade LE 15W-40 (CJ-4) Bulk	1500	9.95	14,925.00	8.80	13,200.00
2.2	Heavy Duty Motor Oil Multigrade LE 15W-40 (CJ-4) 55 Gallon Drum	990	10.28	10,177.20	9.20	9,108.00
2.3	Heavy Duty Motor Oil Multigrade LE 15W-40 (CJ-4) 5 Gallon Pails	400	11.80	4,720.00	10.09	4,036.00
2.4	Heavy Duty Motor Oil Multigrade LE 15W-40 Quart Container	400	NO BID		NO BID	
2.5	Motor Oil 5W-30 Bulk	2000	NO BID		8.59	17,180.00
2.6	Motor Oil 5W-30 Quart Container	200	NO BID		9.68	1,936.00
			Subtotal	29,822.20	Subtotal	45,460.00
			7.25% Sales Tax	2,162.11	7.25% Sales Tax	3,295.85
			Bid Total	31,984.31	Bid Total	48,755.85
Package 3 - Other Fees						
3.1	Drum Deposit	1	20.00	20.00	20.00	20.00
3.2	Drum Environmental Cleaning Fee	1	15.00	15.00	15.00	15.00
3.3	Percent Discount Off Refiner's List Price for Other Related Products	750	15%	637.50	25%	562.50
			Subtotal	143,218.85	Subtotal	139,006.81
(1) Local Vendor Preference is granted to those firms who file an LVP Affidavit with the County prior to the close of the bid.			7.25% Sales Tax	0.00	7.25% Sales Tax	0.00
			Freight	0.00	Freight	0.00
			Bid Total	143,218.85	Bid Total	139,006.81
(2) Invoice Terms of less than 10 days were not considered in this evaluation.			Prompt Pay Disc	2,864.38	Prompt Pay Disc	2,780.14
			Ref. Price	\$140,354.47	Ref. Price	\$136,226.67

Percent Increase Compared to Previous Contract Period: -2.94% 188



COUNTY OF PLACER

**OFFICE OF
COUNTY EXECUTIVE**
HOLLY L. HEINZEN,
Interim County Executive Officer

BOARD MEMBERS

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TELEPHONE: 530/889-4030
FAX: 530/889-4023
www.placer.ca.gov

TO: Honorable Board of Supervisors

FROM: Kim M. Davis, Senior Accountant Auditor

DATE: March 20, 2012

SUBJECT: **Fiscal Impact Statement**
RQ054370, Bid #10167 - BPO Automotive Oil and Lube Products for Fire

A handwritten signature in cursive script, reading "Kim Davis", is written over the "FROM:" line of the memo.

The BPO amount is \$15,000. The department has budgeted correctly for purchases on this BPO and funding is available in the FY 2011/2012 budgets for Fire and Fire CSA Appropriations.

MEMORANDUM

DEPARTMENT OF PUBLIC WORKS
County of Placer

TO: Honorable Board of Supervisors

FROM: Ken Grehm, Director

DATE: April 10, 2012

SUBJECT: **Fiscal Impact Statement**
RQ054451, BPO with Hunt and Son's for Fleet Lubricants

Sufficient funding has been budgeted in the amount of \$90,000 in the FY 2011-12 Fleet Services budget to fund this BPO.