

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

TO: Honorable Board of Supervisors

FROM: Jim Boggan, Purchasing Manager *JB*

DATE: January 22, 2008

SUBJECT: Approve the Award of Competitive Bid No. 9765 to Placer Equipment Rentals and United Rentals, Inc. for Local Equipment Rentals in the Maximum Aggregate Amount of \$151,000.00

---

**ACTION REQUESTED**

Approve the award of competitive Bid No. 9765 to Placer Equipment Rentals of Auburn and United Rentals, Inc. of Rocklin for local equipment rentals in the maximum aggregate amount of \$151,000.00, and authorize the Purchasing Manager to sign four resulting Blanket Purchase Orders (BPOs).

**BACKGROUND**

The Procurement Services Division, on behalf of the Facility Services Department and the Department of Public Works (DPW) – Road Maintenance, solicited bids for the County's local rental requirements for equipment to be used in accomplishing County projects. Fifteen vendors were notified of Invitation for Bid (IFB) No. 9765 which was also posted on the County's website. The Bid indicated that the County intends to award multiple BPOs to assure economical availability of required equipment at prime County locations. Attachment A provides a comparison of the bids submitted by the six responsive firms. Placer Equipment Rentals submitted the only bid for the Auburn area. The remaining bids were evaluated for lowest price based the expected percentage of daily and weekly use. The evaluation shows that United Rentals Inc. submitted the most favorable pricing for the Rocklin/Roseville area.

Based on these bidders' responsiveness to the bid and their favorable pricing, staff recommends approval to award the resulting BPOs to Placer Equipment Rentals and United Rentals, Inc. in the following maximum amounts: Placer Equipment Rentals – Facility Services in the amount of \$49,000.00 and DPW in the amount of \$40,000.00, and United Rentals – Facility Services in the amount of \$22,000.00 and DPW in the amount of \$40,000.00.

**FISCAL IMPACT**

The two Facility Services BPOs will total \$71,000.00 and the two DPW BPOs will total \$80,000.00, fulfilling the County's consolidated local equipment rental requirements in the maximum aggregate amount of \$151,000.00. The Departments' Fiscal Impact Statements are Attachment 2.

Attachments: A. Bid Evaluation  
B. Fiscal Impact Statements

cc: Dan Olsen, Facility Services  
Cindy McCallister, Facility Services Administration  
Kevin Taber, Public Works Road Division  
Dena Beyer, DPW Administration



COUNTY OF PLACER, AUBURN, CA

BID EVALUATION & AWARD RECOMMENDATION

Bid No. 9765 Local Equipment Rentals  
Title: Local Equipment Rentals  
Due Date: 12/19/07

Buyer Name: Ben Bramer  
Phone: 530-889-4257  
2/1/08

Placer Equipment Rentals and Ready Mix  
Auburn, CA  
530-885-8832  
530-885-2849

Estimated Award Date: 2/1/08  
(Recommended award is highlighted)

Item No	Item Description	Holt of California/CAT Rental Store Roseville, CA			American Equipment Rentals & Sales Roseville, CA			Surbat Rentals, Inc. Roseville, CA			Hertz Equipment Rental Corporation Roseville, CA			Placer Equipment Rentals and Ready Mix Auburn, CA		
		Rate/Hour	Rate/Day	Rate/Week	Rate/Hour	Rate/Day	Rate/Week	Rate/Hour	Rate/Day	Rate/Week	Rate/Hour	Rate/Day	Rate/Week	Rate/Hour	Rate/Day	Rate/Week
1	54' Sheepsfoot	65.00	365.00	1,285.00	0.00	350.00	1,400.00	0.00	285.00	1,110.00	38.10	305.00	1,040.00	0.00	375.00	1,500.00
2	Slump Cutter 20hp Gas 6" Cutting depth	0.00	240.00	675.00	40.00	225.00	900.00	n/a	150.00	575.00	n/a	n/a	n/a	35.00	250.00	1,000.00
3	Trencher "Ditchwitch" 35 hp	0.00	275.00	1,000.00	0.00	350.00	1,400.00	n/a	300.00	900.00	37.50	300.00	1,200.00	55.00	350.00	1,400.00
4	Trencher W&K Behind 9 hp	0.00	125.00	400.00	30.00	150.00	600.00	n/a	125.00	360.00	19.40	155.00	635.00	25.00	150.00	450.00
5	35 lb Chipping Hammer	0.00	20.00	100.00	9.00	27.00	84.00	n/a	20.00	76.00	3.10	25.00	145.00	10.00	40.00	120.00
6	3,000 psi Pressure Washer, 5 gpm, gas	0.00	60.00	150.00	15.00	68.00	210.00	n/a	65.00	215.00	9.40	75.00	255.00	12.00	60.00	180.00
7	5 Yard Dump Truck	0.00	185.00	615.00	50.00	245.00	802.00	n/a	175.00	525.00	20.00	160.00	625.00	50.00	235.00	1,000.00
8	Concrete Saw, 9 hp, Walk Behind	0.00	70.00	200.00	15.00	63.00	198.00	n/a	60.00	178.00	4.80	70.00	240.00	15.00	90.00	360.00
9	Double Axle Trailer, 8 x 14	0.00	80.00	280.00	10.00	50.00	202.00	n/a	80.00	210.00	9.40	75.00	210.00	0.00	45.00	150.00
10	Gas Weeder	0.00	55.00	125.00	10.00	40.00	102.00	n/a	35.00	105.00	5.60	45.00	155.00	12.00	48.00	165.00
11	8,000 lbs Forklift - Construction 30ft lift	0.00	180.00	560.00	50.00	275.00	1,000.00	n/a	170.00	510.00	21.30	170.00	650.00	0.00	175.00	700.00
12	5 hp Gas Trel	0.00	65.00	300.00	15.00	50.00	200.00	n/a	50.00	150.00	6.50	57.00	175.00	15.00	60.00	300.00
13	10KW Diesel Generator	14.00	80.00	280.00	20.00	100.00	350.00	n/a	75.00	225.00	8.10	65.00	240.00	n/a	n/a	n/a
14	25KW Diesel Generator	15.00	90.00	350.00	40.00	120.00	400.00	n/a	95.00	350.00	13.10	105.00	300.00	0.00	90.00	270.00
15	Platform Genie Hoist, 650 lbs cap	0.00	85.00	325.00	40.00	160.00	540.00	n/a	60.00	178.00	8.60	70.00	180.00	0.00	50.00	200.00
16	Cut Off Saw	0.00	50.00	125.00	15.00	54.00	130.00	n/a	50.00	116.00	6.50	52.00	178.00	12.00	75.00	300.00
17	Tamper (Rammer, Compactor)	0.00	75.00	250.00	45.00	80.00	240.00	n/a	65.00	180.00	9.40	75.00	200.00	15.00	80.00	320.00
18	Air Drill, 1 1/2"	0.00	200.00	600.00	10.00	40.00	160.00	n/a	28.00	60.00	n/a	n/a	n/a	n/a	n/a	n/a
19	Desert Compressor 250 CFM	32.00	200.00	600.00	40.00	250.00	900.00	n/a	110.00	350.00	10.60	85.00	380.00	n/a	n/a	n/a
20	80/80 lb Paving Breaker	0.00	45.00	125.00	25.00	40.00	160.00	n/a	40.00	90.00	4.40	35.00	140.00	10.00	50.00	200.00
21	John Deere 544 Loader	64.00	400.00	1,500.00	0.00	475.00	1,650.00	n/a	425.00	1,350.00	68.10	545.00	1,810.00	0.00	400.00	1,600.00
22	80' Sheepsfoot	65.00	365.00	1,285.00	0.00	400.00	1,400.00	n/a	450.00	1,425.00	80.60	405.00	1,360.00	0.00	500.00	2,000.00
23	84' Sheepsfoot	81.00	450.00	1,540.00	0.00	500.00	1,900.00	n/a	450.00	1,425.00	59.40	475.00	1,600.00	0.00	500.00	2,000.00
24	35' Boom Truck	0.00	500.00	1,250.00	0.00	425.00	1,500.00	n/a	500.00	1,500.00	53.10	425.00	1,600.00	0.00	500.00	2,000.00
25	42' Boom Truck	0.00	915.00	3,850.00	0.00	930.00	3,965.00	n/a	500.00	1,500.00	68.90	560.00	1,700.00	0.00	500.00	2,000.00
26	Colomillar 14G Motor Grader	25.00	225.00	800.00	50.00	300.00	1,200.00	n/a	275.00	750.00	29.40	235.00	810.00	0.00	325.00	1,300.00
27	Case 580 Backhoe	0.00	550.00	2,750.00	0.00	400.00	1,500.00	n/a	400.00	1,500.00	n/a	n/a	n/a	0.00	425.00	1,725.00
28	Trencher with Rock Wheel	50.00	375.00	1,350.00	0.00	400.00	1,500.00	n/a	320.00	800.00	n/a	n/a	n/a	0.00	425.00	1,725.00
29	9 Wheel Rubber Tire Paver	0.00	90.00	250.00	20.00	90.00	360.00	n/a	320.00	800.00	n/a	n/a	n/a	25.00	160.00	400.00
30	Sod Cutter	0.00	86.00	345.00	40.00	75.00	400.00	n/a	60.00	175.00	9.40	75.00	200.00	0.00	70.00	280.00
31	Concrete Mixer	0.00	80.00	320.00	20.00	50.00	250.00	n/a	n/a	n/a	3.10	25.00	85.00	15.00	90.00	450.00
32	Concrete Trailer	23.00	150.00	575.00	40.00	195.00	600.00	n/a	150.00	525.00	20.60	165.00	500.00	40.00	200.00	800.00
33	Bobcat	20%			0%			n/a			10%	10%	20%	0%		
34	Discount from Standard Rental Price															
35	Discount from Standard Price for incidental															
		Subtotal	\$ 7,055.00	\$ 25,743.00	\$ 8,562.00	\$ 30,045.00	\$ 4,315.00	\$ 14,190.00	\$ 4,315.00	\$ 14,190.00	Subtotal	\$ 5,281.00	\$ 18,026.00	Subtotal	\$ 4,433.00	\$ 17,860.00
		7.25% Sales T.	\$ 511.49	\$ 1,865.15	\$ 620.75	\$ 2,178.26	\$ 312.84	\$ 1,028.78	\$ 312.84	\$ 1,028.78	7.25% Sales T.	\$ 381.42	\$ 1,306.89	7.25% Sales T.	\$ 381.42	\$ 1,306.89
		Bid Total	\$ 7,566.49	\$ 27,608.15	\$ 9,182.75	\$ 32,223.26	\$ 4,627.84	\$ 15,218.78	\$ 4,627.84	\$ 15,218.78	Bid Total	\$ 5,662.42	\$ 19,332.89	Bid Total	\$ 4,814.42	\$ 17,860.00
		Weight	3,025.60	16,563.69	3,673.10	19,333.96	1,861.14	9,131.37	1,861.14	9,131.37	Weight	2,256.97	11,598.73	Weight	1,769.20	10,716.00
		LVP			183.65	968.70	92.56	456.96	92.56	456.96	LVP			LVP		
		Prompt Pay Df	19,590.29	21,856.29	21,856.29	10,433.33	10,433.33	10,433.33	10,433.33	10,433.33	Prompt Pay Df	35.38	35.38	Prompt Pay Df	35.38	35.38
		Ref. Price														

NOTES: CAT Rental Store - Hourly Rate described above for each hour of use in excess of the single shift hours. \$8 Environmental Fee. \$85 Delivery Fee to Placer. Yard - job site TBD.  
 American Equipment Rental - \$40.00 Delivery Fee, \$40.00 Pickup Fee (Total) \$100.00 Delivery Fee (Total) \$100.00 Delivery Fee (move in), \$10.00 Delivery Fee (move out). Customer responsible for all permits & pilot cars if needed. No charge for mileage on dump trucks. Generators quoted are single shift rates only.  
 Surbat Rentals - C 75% Environmental Fee. \$50.00 Delivery Fee (move in), \$50.00 Delivery Fee (move out).  
 Hertz Equipment Rental - \$3.50 ERF. \$75.00 Delivery Fee with 50 mile radius of store. Possible cleaning charge if returned dirty. Any loads requiring pilot cars, delivery to be negotiated.  
 Placer Equipment Rentals - \$95.00 1 hour Delivery Fee, 2 hour min (Low Bid), \$50.00 / hour Delivery Fee, 2 hour min (Total). Fuel to be charged at \$5.00 / gallon on equipment that is not returned full.  
 United Rentals - 44% Environmental Fee.

226

Attachment A

United Rentals Inc Rocklin, CA		Rate/Day	Rate/Week
918-240-6009		250.00	726.00
918-824-5249		85.00	300.00
		195.00	800.00
		100.00	300.00
		40.00	150.00
		75.00	250.00
		150.00	450.00
		50.00	150.00
		30.00	90.00
		25.00	90.00
		150.00	450.00
		45.00	160.00
		75.00	220.00
		95.00	280.00
		60.00	250.00
		60.00	250.00
		35.00	145.00
		150.00	500.00
		40.00	125.00
		450.00	1,800.00
		300.00	1,100.00
		400.00	1,400.00
		n/a	n/a
		n/a	n/a
		n/a	n/a
		135.00	550.00
		n/a	n/a
		n/a	n/a
		40.00	150.00
		60.00	240.00
		20.00	150.00
		125.00	400.00
		15%	
		0%	
Subtotal	\$ 3,340.00	\$ 11,440.00	
7.25% Sales Tax	342.15	839.40	
Bid Total	\$ 3,682.15	\$ 12,269.40	
Weight	1,432.08	7,351.64	
LVP			
Promised Pay, Dis			
Ref. Price			6,794.50

227

## FISCAL IMPACT STATEMENT

TO: Honorable Board of Supervisors  
FROM: Ken Grehm, Director  
DATE: **January 22, 2007**  
SUBJECT: **Fiscal Impact Statement**  
Bid 9765 Local Equipment Rentals

---

### **Fiscal Impact Statement Examples**

The department has budgeted appropriately for this purchase and funding is available in the FY 2007-08 department budget.

## FISCAL IMPACT STATEMENT

TO: Honorable Board of Supervisors  
FROM: James Durfee, Director  
DATE: December 20, 2007  
SUBJECT: **Fiscal Impact Statement**  
BPO for Local Equipment Rental

---

The Department of Facility Services has budgeted appropriately for this expense in the Building Maintenance, Parks and Environmental Engineering budget. Therefore there is sufficient funding available for this BPO.

