

SURFSIDE BEACH POLICE DEPARTMENT

MEMORANDUM

TO: Jim Duckett, Town Administrator
FROM: Mike Frederick, Chief of Police
DATE: 23 JUN 2011
RE: Kawasaki Mule RFP Report
CC: Micki Fellner, Deputy Town Administrator

As you know, 21 JUN 2011 was the RFP closure date attendant to our Kawasaki Mule purchasing project. At 1400 on that date, Arron Miller, Rodney Keziah, and I retrieved the sole bid proposal from admin staff and opened it in the Mayor's Office. My announcement in the lobby of Town Hall had located no bidders or other interested parties who desired to witness the opening.

The table below summarizes the bid as received:

Table with 4 columns: VENDOR, BUSINESS LOCATION, BID AMOUNT, WITHIN SBPD BUDGET?. Row 1: United Rentals, Myrtle Beach, SC, \$19,245.99, No

I reviewed the submitted bid and determined that although the vehicles met the specifications, I would request that we reject the bid in that the price offered is significantly above the MSRP for the vehicles (which is \$7495 per vehicle). United Rentals is not a Kawasaki dealer, and is likely attempting to sell us vehicles purchased in the retail market.

I received one complaint from a vendor (Sal Gatbonton, Berkeley Power Sports, Moncks Corner, SC), who stated that he would be unable to meet our deadline and requested a variance. I explained to him that once we initiated the process we would be required to complete it IAW local and state regulations. He also complained about the specifications as provided in the bid package, but I explained to him that the specs were supplied to us directly from Kawasaki. He then changed his complaint to the fact that he didn't have the model which we specified in stock. He did not submit a proposal; he will, therefore, not receive a rejection letter. I just wanted you to have the information in case he contacts you.

As I explained to you yesterday via email, we researched the lack of bids by contacting several Kawasaki dealers with whom we had discussed the Mules while we were determining which vehicles to buy, and they all stated that they did not submit bids because the vehicles sell so well from the showrooms that they didn't want to engage in a bid process and wait for a sale. Many have waiting lists for certain models.

In these discussions, however, several dealers said that they would sell us existing Mules from their showroom at a reduced rate as a standard cash purchase.

I requested that you, pursuant to your authority found in §2-210(c) of the Surfside Beach Code of Ordinances, waive our standard procurement procedures and authorize the purchase

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of these vehicles directly. The ordinance states that this is allowed “when the interruption of a project due to need of an item or service will directly affect the efficient and orderly completion of the project, when the use of normal purchasing procedures will cause an excessive delay in obtaining the needed part or service, and when the use of normal purchasing procedures will jeopardize the health and safety of Surfside Beach residents.”

Since (as our mechanic predicted) one of our two ATV's is now irreparably broken, another 2-3 week RFP process would meet two (if not all three) of the requirements as set forth in the ordinance. Another advantage of purchasing directly from existing stock will be a cost savings of several hundred dollars per vehicle.

I received your approval for the variance today, and we've located two Mules which meet our original specifications. They will be delivered to SBPD for \$14,000 (within our original approved estimate as submitted to the A-Tax Advisory Committee and Council). The vendor is Sport Cycles in Rockingham, NC. We will submit a check request attendant to this purchase on Monday.

I've attached the quote submitted by United Rentals for your bid file. It represents the full contents of their bid, which we will maintain at our office in accordance with the standard retention schedule. I likewise attached the Sports Cycles quote, which we will maintain with this report in the file as well.

Thanks.



800-UR-RENTS (800-877-3687)
unitedrentals.com

LOCATION #A77
729 JASON BOULEVARD
MYRTLE BEACH, SC 29577
843-448-7189 843-444-2786 FAX



EQUIPMENT SALE QUOTE

94041221

Customer Number : \$# 1006457600
Quote Date : 6/20/11

Job Location: CPU
Job Number :
P.O. Number :
Ordered By :
Written By : URA77KD
Salesperson :

Job Site

UNITED RENTALS
729 JASON BLVD
MYRTLE BEACH, SC 29577

Office: 843-448-7189 Job: 843-448-7189

Customer

UNITED RENTALS
729 JASON BLVD
MYRTLE BEACH, SC 29577

Qty	Equipment #	Price	Amount
2	9501115 CC: 950-1115 UTILITY VEHICLE 4X2 Mule610 4x4	8704.70	17409.40
SALES ITEMS:			
Qty	Item number	Stock class	Unit
1	FR MDSE FREIGHT-MERCHANDISE UM: (EA) EACH	MCI	EA
		Price	Amount
		1250.000	1250.00
		Sub-total:	18659.40
		Tax:	586.59
		Estimated Total:	19245.99

City of surfside beach

Customer is hereby notified that United Rentals has assigned its rights (but not its obligations) in the agreement to sell all or any of the used equipment described herein to United Rentals Exchange, LLC., a qualified intermediary, as part of a Section 1031 like-kind exchange program.

Note: This proposal may be withdrawn if not accepted within 30 days.

THIS IS NOT AN EQUIPMENT SALE AGREEMENT/INVOICE. THE SALE OF EQUIPMENT AND ANY OTHER ITEMS LISTED ABOVE IS SUBJECT TO AVAILABILITY AND ACCEPTANCE OF THE TERMS AND CONDITIONS OF UNITED'S EQUIPMENT SALE AGREEMENT/INVOICE, WHICH MUST BE SIGNED PRIOR TO OR UPON DELIVERY OF THE EQUIPMENT AND OTHER ITEMS.



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Type Bid

Project Name **TWO KAWASAKI MULES 610 4X4**

Submittal Date 6/21/2011 2:00 PM

[View This Online](#)

Pre-Bid Mandatory No

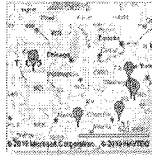
Owner Town of Surfside Beach
 Owner Website <http://www.surfsidebeach.org/>
 Owner Function Transportation and Ports, Development, Economic Development, Natural Resources, Parks and Recreation

Owner Address 115 Us Highway 17 North
 SURFSIDE BEACH, South Carolina 29575

Location SURFSIDE BEACH, SC 29575
 Sector State/Municipal

Buyer Joseph Smith
 Buyer Designation Bid Coordinator

Bid Number PD 11-02
 Onvia Reference Number BID:20267815
 Publication Date 6/10/2011



To view an [interactive map of the location\(s\) for this project](#), [click here](#)

Description: TWO KAWASAKI MULES 610 4X4
 Solicitation Number: PD 11-02
 Delivery Point: Surfside Beach, SC
 Submit Offer By: 6/21/11 – 2:00pm
 Purchasing Agency: Town of Surfside Beach, 115 Hwy. 17 North, Surf-side Beach, SC 29575
 Buyer:

Capt. Arron Miller, phone (843) 913-6345, E-mail amiller@surfsidebeach.org
 Download Solicitation From: www.surfsidebeach.org

received
 06.21.11
 12:19 pm
[Signature]

