



PROCUREMENT DEPARTMENT

15470 FLIGHT PATH DRIVE ◆ BROOKSVILLE, FLORIDA 34604
P 352.754.4020 ◆ F 352.754.4199 ◆ W www.HernandoCounty.us

DATE: May 24, 2024
TO: Andrew Johns, Senior Project Manager, Brooksville-Tampa Bay Regional Airport
FROM: Cathy Tefft, Procurement Manager
SUBJECT: Recommendation for Award Bid No. 24-T00698/JG
Project Name: Railroad Signalization and Traffic Inspections

The attached bid received from AMERICAN TRACK for the above referenced project is submitted as recommendation for award.

Items 1 through 6 below have been completed.

See attached for technical evaluation and reference checks. Total Contract Bid Price for this award is: \$65,132.85.00.

- 1. Reference checks are satisfactory: X YES [] NO
If no, provide an explanation using the space provided below and/or attached to this form.
2. Recommend award as responsive and responsible bidder X YES [] NO
If no, provide a detailed explanation using the space provided below and/or attached to this form.
3. Request Next Bidder? [] YES X NO
4. Provide a statement that addresses the reason(s) for your recommendation or rejection. Include your basis for determining that pricing is fair and reasonable and that the Bidder has the ability and resources to perform in accordance with the bid terms, conditions and scope.

The recommendation is based on fair pricing and technical competency.

5. Provide the funding information: Fund 4311 Dept 07411 Account 5304610

Approved By: [Signature] Date: 6/13/24
Department Director or Manager

Attchs.: Technical Evaluation
Reference Checks

TECHNICAL EVALUATION FOR BID AWARD

ITB #24-T00698/JG

Railroad Signalization and Traffic Inspections

This document has been developed to facilitate your evaluation. Your evaluation should be limited to the attached. **Purchasing will ensure that all documents required by the solicitation are contained for evaluation.** This documentation will be included with the bid submitted for evaluation. Bids that are determined non-responsive by the Purchasing Division will not be submitted to you for evaluation. Please note that you should focus your attention on the areas contained within this document. Your evaluation will be a major consideration as to the responsiveness and/or responsibility of a bidder.

- A. Is the amount of the bid reasonable and realistic for the services to be performed or the item or equipment to be purchased?

Yes.

If the bid is considered reasonable/realistic, provide justification for your conclusion.

According to past bids, and taking into consideration inflation, the bid is reasonable.

If you consider the bid to be unreasonable and/or unrealistic, please explain in detail.

N/A

- B. Was an independent County estimate developed prior to soliciting for the procurement?

No.

If affirmative, submit this estimate with your evaluation in the same format as the bid schedule and describe the extent the estimate was used in the analysis of the bid.

N/A

- C. Do the resources (manpower, equipment, supplies, etc.) proposed by the bidder meet the minimum requirements, if any, established by the solicitation?

All the resources listed meet the minimum requirements.

If minimums were not identified in the solicitation, you may request information on proposed resources **through Purchasing.**

TECHNICAL EVALUATION FOR BID AWARD

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When specific types and quantities of equipment are required to meet minimum standards, the bidder may address this requirement by providing purchasing with a pro-forma invoice with confirmation from a bank or lending institution to the effect that they are prepared to finance the lease or purchase of equipment necessary to perform the services if the bidder is awarded the contract.

D. Does the bidder have a satisfactory record of performance?

Yes.

At a minimum, the bidder's record on previous county contracts must be considered and an attempt must be made to contact all references. The reference form attached is to be used for your documentation of your reference check. If references cannot be contacted, the Department shall contact Purchasing for additional references. Purchasing shall request from the bidder in writing of this fact and inform that the reference must contact the project person within two business days or it will negatively impact the evaluation the bid.

E. Provide your recommendation on the Recommendation for Award form.

Note: At no time will the user department or other Hernando County staff, other than procurement agents, discuss responsiveness, responsibility or withdrawal from the bidding process with any bidder. Moreover, it is strictly prohibited for any County representative involved in the bidding process to attempt to negotiate bids, influence or otherwise impact the business decisions of a bidder.

REFERENCE CHECK QUESTIONNAIRE

BID #24-T00698/JG BID TITLE: Railroad Signalization and Traffic Inspections

RESPONDENT: American Track

REFERENCE (Company or Person):Southern Glazer's Wine & Spirits

PHONE #: 863-413-8350 PERSON YOU SPOKE TO: Jason Witty / gwitty@sgws.com

1. Describe the work contracted by your firm/company.

Annual spur maintenance as well as crossing maintenance.

2. Was the work completed on-time?

Yes, always.

3. Were you satisfied with the final results?

Yes, very.

4. Did you implement their recommendations?

We trust them as the most knowledgeable vendor for our rail spur, so we take their recommendations seriously

5. Did you encounter any problems?

No

6. How would you rate the company on a scale of 1 to 5 (low to high) on the following:

Professionalism 5

Qualifications 5

Final Product 5

Cooperation 5

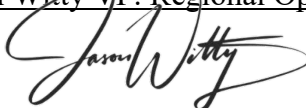
Reliability 5

7. Would you contract with this company again?

Yes X No _____ Maybe _____

Reference Checked By: Jason Witty VP. Regional Operations

Date: 6/23/2024



REFERENCE CHECK QUESTIONNAIRE

BID #24-T00698/JG BID TITLE: Railroad Signalization and Traffic Inspections

RESPONDENT: American Track

REFERENCE (Company or Person):A.O.C. Resins

PHONE #: 863-669-6990 PERSON YOU SPOKE TO: Jason Galbraith / Jason.galbraith@aocformulations.com

1. Describe the work contracted by your firm/company.

Emailed on 6/3/24 & 6-26-24 – No Response

2. Was the work completed on-time?

Emailed on 6/3/24 & 6-26-24 – No Response

3. Were you satisfied with the final results?

Emailed on 6/3/24 & 6-26-24 – No Response

4. Did you implement their recommendations?

Emailed on 6/3/24 & 6-26-24 – No Response

5. Did you encounter any problems?

Emailed on 6/3/24 & 6-26-24 – No Response

6. How would you rate the company on a scale of 1 to 5 (low to high) on the following:

Professionalism _____

Qualifications _____

Final Product _____

Cooperation _____

Reliability _____

7. Would you contract with this company again?

**Tried to contact two different individuals, multiple times. No responses.

Reference Checked By: Christine Schmidt

Date: 6/26/24