



**To:** Bill Powell  
Assistant Superintendent of Support Services

**From:** Jennifer Chiu  
Assistant Director of Purchasing

**Date:** February 26, 2020

**Re:** Materials Handling Equipment Repair Service  
Annual Contract #20-03-6710R

The following bids were received and opened at 3:00 p.m., Thursday, February 6, 2020 as advertised and specified in documents concerning **Annual Contract #20-03-6710R Materials Handling Equipment Repair Service**. The bids received are located on page 2.

Award contracts to each of the vendors listed at the price and discount noted.

**Recommendation:** Integral Lift Trucks, LLC  
NJ Malin & Associates, LLC  
SB Acquisition Company, LLC (Southland Battery)

**Funding:** M & O Funds

**Estimated Expenditure:** \$50,000.00

**Contract Term:** March 6, 2020 - February 28, 2021

**Renewal:** 2 Years

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**Line 1 Hourly Labor Rate for Regular Time On-site Repair**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>
<u>Integral Lift Trucks, LLC</u>	1	Hour	<b><u>\$125.00</u></b>
<u>SB Acquisition Company, LLC (Southland Battery)</u>	1	Hour	<b><u>\$130.00</u></b>
<u>NJ Malin &amp; Associates, LLC</u>	1	Hour	<b><u>\$148.95</u></b>

**Line 2 Hourly Labor Rate for Overtime On-site Repair**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>	<u>SUPPLIER NOTES</u>
<u>Integral Lift Trucks, LLC</u>	1	Hour	<b><u>\$187.50</u></b>	Sundays are double time at \$250 an hour 1.5 times the hourly rate for calls outside of normal operating hours 7am-5pm
<u>SB Acquisition Company, LLC (Southland Battery)</u>	1	Hour	<b><u>\$195.00</u></b>	
<u>NJ Malin &amp; Associates, LLC</u>	1	Hour	<b><u>\$223.43</u></b>	

**Line 3 Travel Rate (cost per hour)**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>
<u>Integral Lift Trucks, LLC</u>	1	Hour	<b><u>\$80.00</u></b>
<u>SB Acquisition Company, LLC (Southland Battery)</u>	1	Hour	<b><u>\$90.00</u></b>
<u>NJ Malin &amp; Associates, LLC</u>	1	Hour	<b><u>\$148.95</u></b>

**Line 4 Percentage Discount for Repair Parts**

<u>SUPPLIER</u>	<u>PERCENT</u>	<u>SUPPLIER NOTES</u>
<u>Integral Lift Trucks, LLC</u>	<b><u>60.0%</u></b>	Mark-up
<u>NJ Malin &amp; Associates, LLC</u>	<b><u>0.0%</u></b>	
<u>SB Acquisition Company, LLC (Southland Battery)</u>	<b><u>10.0%</u></b>	

**Line 5 Preventative Maintenance Agreement Option**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>	<u>SUPPLIER NOTES</u>
<u>NJ Malin &amp; Associates, LLC</u>	1	EA	<b><u>\$99.00</u></b>	Walkie pallet truck - \$59.00, Reach truck - \$90.00, Swing reach - \$190.00 LP/gas forklifts under 6000lbs \$115 Electric forklifts under 6000lbs \$95 Electric stockpickers \$95 Electric reach truck \$95 Electric pallet truck/tugger \$85 Electric walkie stacker \$85 Crown TSP 6000-6500 \$275 Crown TSP 30TSP \$355 Electric Scissor Lift will be \$85 LP/gas forklifts 6000lbs and up will be \$135 (fuel filters and labor extra) Diesel forklifts 6000lbs to 10,000lbs \$155 (fuel filters and labor extra) Diesel forklifts over 10,000lbs will be charged \$300 (fuel filters and labor extra) Each PM interval can be set up per customer request. We recommend every 3 months on a fleet of this size.
<u>Integral Lift Trucks, LLC</u>	1	EA	<b><u>\$95.00</u></b>	
<u>SB Acquisition Company, LLC (Southland Battery)</u>	1	EA	<b><u>\$2,279.95</u></b>	This price is the combined total for the annual maintenance services at all CFISD facilities.

**Line 6 List any additional or miscellaneous charges not addressed above**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>	<u>SUPPLIER NOTES</u>
<u>Integral Lift Trucks, LLC</u>	1	EA	<b><u>\$0.00</u></b>	
<u>NJ Malin &amp; Associates, LLC</u>	1	EA	<b><u>\$10.00</u></b>	Consumables fee
<u>SB Acquisition Company, LLC (Southland Battery)</u>	1	EA	<b><u>\$30.00</u></b>	Hazardous Material Handling fee (HMH)