

**DEPARTMENTAL INPUT  
CONTRACT/PROJECT MEASURE ANALYSIS AND RECOMMENDATION**

Rev 1

New contract   
  OTR   
  CO   
  SS   
  BW   
  Emergency   
 Previous Contract No: E2286-WS

Re-Bid   
  Other   
 Living Wage Applies: \_\_\_ YES \_\_\_ **X** NO

Requisition/Project No: RQWS1400009                      Term of Contract: One-Time

Requisition/Project Title: Brown Bear Tractor

**Description: To purchase a Brown Bear Model No. 500C carrier with front mounted paddle aerator for sludge drying. This is a specialize equipment that will be used at the Black Point facility.**

User Department(s): WASD                      Contact Person: Roddy Gomez                      Phone: 786-552-8567

Issuing Department: ISD/PMS                      Contact Person: Lourdes Farley                      Phone: 305-375-3045

Estimated Cost: \$555,487                      Funding Source: Proprietary

**ANALYSIS**

Commodity/Service No: <u>070, 070-22</u> SIC: _____			
Trade/Commodity/Service Opportunities			
<b>Contract/Project History of Purchases</b>			
Check Here ___ if this is a New Contract/Purchase with no Previous History			
EXISTING		2 <sup>ND</sup> YEAR	3 <sup>RD</sup> YEAR
Contractor:	<u>Brown Bear Corp.</u>		
Small Business Enterprise:			
Contract Value:	<u>\$369,633</u>		
Comments: <u>E2286-WS, Brown Bear Tractor; 2005 one-time purchase.</u>			
Continued on another page (s): ___ Yes ___ <b>X</b> No			

**RECOMMENDATIONS**

SBE	Set-Aside	Sub-Contractor Goal	Bid Preference	Selection Factor
		%		
		%		
		%		
		%		

Basis of Recommendation:

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Signed: Lourdes Farley                      Date to SBD: 9/27/14

Signed: \_\_\_\_\_                      Date Returned to ISD/PMS: \_\_\_\_\_

RECEIVED  
 DEPT. BUSINESS  
 2014 SEP 24 PM 3:11



INTERNAL SERVICES DEPARTMENT  
PROCUREMENT MANAGEMENT SERVICES

**Justification/Input Document for Non-Competitive Acquisition**

It is the policy of Miami-Dade County to consistently purchase goods and services using full and open competition. The citizens of Miami-Dade County are best served when we make sound business decisions based on competitive bids or proposals. Early acquisition planning that includes consultation with Internal Service Department's procurement staff can help avoid delays and facilitates effective market research. However, there may be instances when other than full and open competition may be justified. When a user department(s) determines that other than full and open competition is necessary or in the best interest of the County, appropriate justification for that course of action must be submitted to ISD for approval and execution in order to waive the competitive bid/proposal process.

*Please provide the information requested below to support the need and feasibility for waiving the competitive bid/proposal process:*

Department:	Water & Sewer		
Contact Person:	Roddy Gomez	Phone Number:	786-552-8567
Requisition No.:	RQWS1400009	Estimated Value:	\$555,487.00
Proposed Vendor:	Brown Bear Corp.		
Previous Contract Number:		Previous Contract Value:	

**Purpose of the Purchase**

*Please describe your minimum requirements and the benefits of making the acquisition.*

This is a specialize equipment used at the Blackpoint facility. Brown Bear is the only manufacturer of a self-powered rotary paddle aerator which mixes, aerates and displaces the sludge windrow to the right, moving the sludge down to the surface of the drying bed. This equipment is a hydrostatic tractor with front auger attachment for windrowing bio-solids; unit is specifically built for windrowing sludge to prep for composting. This unit will be used to for drying sludge at the Blackpoint facility.

This type of equipment is essential for the Water and Sewer Department.

**Best Interest of the County / Uniqueness of Product**

*Please provide a detailed description as to why a waiver of formal bidding is in the County's best interest (e.g., product standardization, compatibility, proprietary access or distributorship, how vendor is uniquely qualified to provide the needed product or service, etc.). Please note that a lack of advance planning is not an acceptable justification for a non-competitive acquisition.*

The Brown Bear 500C is the only unit that will do the job required by the user division for mixing sludge in the drying beds. The department has purchased this special equipment in the past with successful results. Brown Bear is the only manufacturer that builds this type of equipment which is a 4 wheel drive, 4 wheel steer Brown Bear 500C and is unique with its front mounted paddle aerator with duel path hydrostatic circuits for ground propel and the paddle aerates drive.



**INTERNAL SERVICES DEPARTMENT  
PROCUREMENT MANAGEMENT SERVICES**

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**Market Research**

*Please describe your market research and the results thereof. This should include a description of other, similar sources or products available in the market if any and why they are not acceptable.*

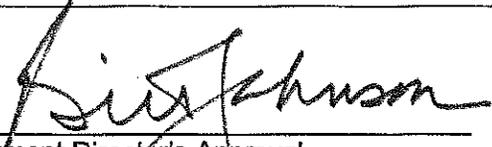
Although Brown Bear is the only manufacturer of this type of equipment and with the specifications to meet operational needs, WASD contacted Kelly Tractor, the distributor for Caterpillar equipment, via email requesting quotes for similar equipment, and no response was provided to the department.

In addition, WASD contacted Nortrax Corp., the distributor for John Deere Equipment, via email requesting quotes for similar equipment, and no response was provided to the department.

**Proposed Actions**

*Please describe the actions the department will take to overcome the present barriers to competition prior to any future acquisitions of this product or service.*

The next time the department is in need of this equipment, we will perform another market research analysis. This will assist the department in determining if there are any new products in the market that can perform the task needed by the department.

  
\_\_\_\_\_  
Department Director's Approval

09/09/14  
\_\_\_\_\_  
Date Approved

SEP 11 A 11:25



7-24-2014

Ms. Lourdes Farly, Mr. Calvin Tullis, Mr. Steven Kronheim  
Miami Dade Water and Sewer Authority  
3071 SW 38<sup>th</sup> Ave  
Miami, FL 33146

Dear Ms. Farly, Mr. Tullis and Mr. Kronheim

It is my understanding that your organization plans to purchase a Brown Bear Model 500C carrier with front mounted paddle aerator for sludge drying at your waste water plant sludge drying beds.

To my knowledge there is no competitive unit that has a similar configuration or similar working method and result. The 4 wheel drive, 4 wheel steer Brown Bear 500C is unique with it's front mounted paddle aerator with dual path hydrostatic circuits for the ground propel and the paddle aerator drive.

We are the only firm manufacturing a self powered rotary paddle aerator which mixes, aerates and displaces the windrow to the right, moving all material down to the surface of the drying pad.

Regards,

A handwritten signature in black ink, appearing to read "Stan Brown".

Stan Brown, Pres.

Cc: David Davis

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**Farley, Lourdes (ISD)**

**From:** Casas, Gracian L. (WASD)  
**Sent:** Wednesday, September 24, 2014 10:18 AM  
**To:** Kronheim, Steve R. (WASD); Gomez, Roddy (WASD)  
**Cc:** Farley, Lourdes (ISD); Pascal, Susan H. (WASD); Hicks, Gregory D. (WASD)  
**Subject:** RE: Brown Bear Tractor

Thank you.

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**From:** Kronheim, Steve R. (WASD)  
**Sent:** Wednesday, September 24, 2014 10:17 AM  
**To:** Casas, Gracian L. (WASD); Gomez, Roddy (WASD)  
**Subject:** RE: Brown Bear Tractor

Good morning Gracian,

The answer to your question is yes, this is the only method MDWASD uses for mixing and aerating bio-solids. With the use of asphalt drying beds I am unaware of any other method of completing this task. We will not require more than one machine in the coming year. If you need further information please contact me.

Thank you,

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**From:** Casas, Gracian L. (WASD)  
**Sent:** Monday, September 22, 2014 3:47 PM  
**To:** Gomez, Roddy (WASD)  
**Cc:** Kronheim, Steve R. (WASD)  
**Subject:** RE: Brown Bear Tractor

Roddy:

I was asked the question about additional purchases of the same type of equipment . We are not going to need more than one in this coming year?

Gracian  
8055

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**From:** Gomez, Roddy (WASD)  
**Sent:** Monday, September 22, 2014 3:41 PM  
**To:** Kronheim, Steve R. (WASD)

**Cc:** Casas, Gracian L. (WASD); Tullis, Calvin L. (WASD); Pascui, Susan H. (WASD)  
**Subject:** FW: Brown Bear Tractor

Hi Steve – Please refer to the emails below for proper response from the field.

Thanks,

**Roddy Gomez**

**Fleet Manager**

Miami Dade Water & Sewer  
3071 S.W. 38th Avenue Suite 235  
Miami, FL 33146  
Office: 786-552-8567  
Cell: 305-987-9760  
Email: [roddyg@miamidadade.gov](mailto:roddyg@miamidadade.gov)

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**From:** Casas, Gracian L. (WASD)  
**Sent:** Monday, September 22, 2014 3:33 PM  
**To:** Gomez, Roddy (WASD); Tullis, Calvin L. (WASD)  
**Cc:** Pascui, Susan H. (WASD)  
**Subject:** FW: Brown Bear Tractor

Please see below.

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**From:** Farley, Lourdes (ISD)  
**Sent:** Monday, September 22, 2014 3:11 PM  
**To:** Casas, Gracian L. (WASD); Tullis, Calvin L. (WASD)  
**Subject:** Brown Bear Tractor

Please confirm that the use of the Brown Bear is the only method WASD uses for the mixing and aerating. Are there other methods that would be considered?

Thanks,