



**COUNTY OF PLACER, AUBURN, CA**  
**BID TABULATION & NOTICE OF INTENT TO AWARD**

**Bid No.** 20534  
**Title:** Electric Motor & Pump Services  
**Due Date:** 7/30/24

**Buyer Name/Phone:** Samantha Escalante  
530-889-4229

(Recommended award is highlighted)

BIDDERS:	Name of Bidder City/State Contact Person Telephone	Flo-Line Technology	Xylem Inc.	All Electric Motors, Inc.
		Auburn, CA Ray DeLeon 530-305-9886	West Sacramento, CA Adrian Gutierrez 508-274-4643	Auburn, CA Cynthia Lane 530-888-6211
	LVP Certified? <sup>(1)</sup>	No	No	Yes
	Invoice Terms <sup>(2)</sup>	Net 30	Net 30	Net 30

(1) A 5% Local Vendor Preference is granted to those firms who file an LVP Affidavit with Procurement prior to the close of the bid.

(2) Invoice Terms of less than 10 days cannot be considered in bid evaluations.

BID PRICING:								
Item No.	Item Description		Unit Price	Extension	Unit Price	Extension	Unit Price	Extension
	Category A - Pump and Electrical Services	Estimated Usage						
1	Technical Assistance (field diagnostic) Normal Hours (6:00am - 4:30pm)	200	\$ 175.00	\$ 35,000.00	\$ 190.00	\$ 38,000.00	\$ 180.00	\$ 36,000.00
2	Technical Assistance (field diagnostic) After Hours (4:31pm -5:59am)	100	\$ 175.00	\$ 17,500.00	\$ 190.00	\$ 19,000.00	\$ 240.00	\$ 24,000.00
3	Pump Repair and Rebuilt Services with Estimate Preparation	300	\$ 159.00	\$ 47,700.00	\$ 140.00	\$ 42,000.00	\$ 120.00	\$ 36,000.00
4	Labor Rate for Repairs	400	\$ 159.00	\$ 63,600.00	\$ 140.00	\$ 56,000.00	\$ 120.00	\$ 48,000.00
	SUBTOTAL:			\$ 163,800.00		\$ 155,000.00		\$ 144,000.00
	LVP			\$ 0.00		\$ 0.00		-\$ 7,200.00
	Invoice Terms			N/A		N/A		N/A
	TOTAL:			\$ 163,800.00		\$ 155,000.00		\$ 136,800.00

	Points Possible	Response	Points Given	Response	Points Given	Response	Points Given
Barnes Authorized	Yes/No		No		No		Yes
Hourly Rates	50		0		0		50
Discount Rate - Category A - Barnes	5		0		0	N/A	0
References	25		0		0	5 - Government	25
Years in business	10		0		0	27	10
<b>TOTAL:</b>	<b>90</b>		<b>0</b>		<b>0</b>		<b>85</b>

	Category B - Standard Pump Maintenance and Engineering Services	Estimated Usage						
5	Technical Assistance (field diagnostic) Normal Hours (6:00am - 4:30pm)	200	\$ 175.00	\$ 35,000.00	\$ 190.00	\$ 38,000.00	\$ 180.00	\$ 36,000.00
6	Technical Assistance (field diagnostic) After Hours (4:31pm -5:59am)	100	\$ 175.00	\$ 17,500.00	\$ 190.00	\$ 19,000.00	\$ 240.00	\$ 24,000.00
7	Pump Repair and Rebuilt Services with Estimate Preparation	300	\$ 159.00	\$ 47,700.00	\$ 140.00	\$ 42,000.00	\$ 120.00	\$ 36,000.00
8	Labor Rate for Repairs	400	\$ 159.00	\$ 63,600.00	\$ 140.00	\$ 56,000.00	\$ 120.00	\$ 48,000.00
	SUBTOTAL:			\$ 163,800.00		\$ 155,000.00		\$ 144,000.00
	LVP			\$ 0.00		\$ 0.00		-\$ 7,200.00
	Invoice Terms			N/A		N/A		N/A
	TOTAL:			\$ 163,800.00		\$ 155,000.00		\$ 136,800.00

	Points Possible	Response	Points Given	Response	Points Given	Response	Points Given
Sulzer Authorized	Yes/No		Yes		No		No
Hourly Rates	50		50		0		0
Discount Rate - Category B - Sulzer	5	20%	5		0		0
References	25	5 - Government	25		0		0
Years in business	10	21	10		0		0
<b>TOTAL:</b>	<b>90</b>		<b>90</b>		<b>0</b>		<b>0</b>

	Category C - Specialty Wastewater Pump Services	Estimated Usage						
9	Technical Assistance (field diagnostic) Normal Hours (6:00am - 4:30pm)	200	\$ 175.00	\$ 35,000.00	\$ 190.00	\$ 38,000.00	\$ 180.00	\$ 36,000.00
10	Technical Assistance (field diagnostic) After Hours (4:31pm -5:59am)	100	\$ 175.00	\$ 17,500.00	\$ 190.00	\$ 19,000.00	\$ 240.00	\$ 24,000.00
11	Pump Repair and Rebuilt Services with Estimate Preparation	300	\$ 159.00	\$ 47,700.00	\$ 140.00	\$ 42,000.00	\$ 120.00	\$ 36,000.00
12	Labor Rate for Repairs	400	\$ 159.00	\$ 63,600.00	\$ 140.00	\$ 56,000.00	\$ 120.00	\$ 48,000.00
	SUBTOTAL:			\$ 163,800.00		\$ 155,000.00		\$ 144,000.00
	LVP			\$ 0.00		\$ 0.00		-\$ 7,200.00
	Invoice Terms			N/A		N/A		N/A
	TOTAL:			\$ 163,800.00		\$ 155,000.00		\$ 136,800.00

	Points Possible	Response	Points Given	Response	Points Given	Response	Points Given
Flygt Authorized	Yes/No		No		Yes		No
Hourly Rates	50		0		50		0
Discount Rate - Category C - Flygt	5		0	10%	5		0
References	25		0	5 - Government	25		0
Years in business	10		0	124	10		0
<b>TOTAL:</b>	<b>90</b>		<b>0</b>		<b>90</b>		<b>0</b>