

VIA ELECTRONIC MAIL

February 14, 2011

Orlando Feightliner, Inc.  
Attn: Bob Scharpnick, Municipal/Fleet Sales  
2455 S. Orange Blossom Trail  
Apopka, FL 32703

**RE: LEESBURG ITB 110131**

Mr. Scharpnick,

City of Leesburg fleet services has completed their evaluation of the bids received in response to our ITB 110131 for the purchase of a new derrick digger truck. Staff will recommend to commission award be made to the second low bidder Altec Industries, Inc.

Evaluation of the bids has found the following items related to your proposed equipment, a 2012 Freightliner M 2106 to be significant enough to not recommend award to your company.

- Orlando Freightliner, Inc. (OFI) submitted a bid on a vehicle with only a 16,000 lb. front axle capacity when the specifications and email advisory specified 18,000 lbs was the minimum.
- OFI would not reimburse the City for warranty work on the cab and chassis performed by certified City employed technicians.
- Specifications required a 70 gallon fuel tank and OFI bid a 60 gallon tank.
- Specifications required a 6 speed transmission and OFI bid a 5 speed.

The cost associated with the value of these items would far exceed the \$953.00 purchase cost difference of the bid equipment.

I will be recommending to commission at their February 28, 2011 meeting they award the purchase to the second low bidder. Should you wish to discuss these items with our fleet staff, please contact me at (352)728-9880 and I will arrange a meeting.



Purchasing Division  
204 N. 5<sup>th</sup> Street, Leesburg, FL 34748  
Phone: (352)728-9880 / Fax: (352)326-6618  
e-mail: purch@leesburgflorida.gov

Respectfully,

A handwritten signature in black ink that reads "Mike Thornton". The signature is written in a cursive style with a horizontal line underlining the name.

Mike Thornton  
Purchasing Manager

cc: Bid File  
Fleet Services