

Welcome to the

Awards Meeting

October 02, 2025, 10:00 AM EST

You have been joined to the meeting with your **audio muted** by default.

At the designated public comment time we will provide opportunity for you to unmute to speak.

During the meeting, public comments received via e-mail regarding any matter on the agenda for consideration will be read out. Per the Public Notice Agenda posted on JEA.com, public comments by e-mail must be received no later than 9:00 a.m. on the day of the meeting to be read during the public comment portion of the meeting.

Please contact **Aileen Cruz** by telephone at **(904) 776-1911** or by email at **cruza@jea.com** if you experience any technical difficulties during the meeting.

225 North Pearl St., Jacksonville, FL 32202 - Board Room 1st Floor





Consent Agenda

the item be considered separately. **All items on the Consent agenda have been approved by OGC, Budget and the Business Unit Vice President and Chief.** The posting of this agenda serves as an official notice of JEA's intended decision for all of the **JEA Procurement Code**. Please refer to JEA's Procurement Code, if you wish to protest any of these items.

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Committee Members in Attendance	Names	
Motion by:		
Second By:		
Committee Decision		

Budget	Name/Title	_____
Awards Chairman	Name/Title	_____
Procurement	Name/Title	_____
Legal	Name/Title	_____

JEA Awards Agenda September 25, 2025 225 North Pearl St., Jacksonville, FL 32202 - Board Room 1st Floor Teams Meeting Info												
Consent Agenda												
The Chief Procurement Officer offers the following items for the JEA Awards Consent Agenda. Any item may be moved from the Consent Agenda to the Regular Agenda by a committee member asking that the item be considered separately. All items on the Consent agenda have been approved by OGC, Budget and the Business Unit Vice President and Chief. The posting of this agenda serves as an official notice of JEA's intended decision for all recommended actions for Formal Purchases as defined by Section 3-101 of the JEA Procurement Code . Please refer to JEA's Procurement Code, if you wish to protest any of these items.												
Award #	Type of Award	Solicitation # & Short Description/Title	VP	Awardee	Funding Source	Business Unit Estimate	Award Amount	Original Award Amount	New Not-to-Exceed	Amendments	Term (Projected) Start Date - End Date	JSEB Participation (Y/N) If Y, then list company name(s) (% , \$ - awarded)
1	Minutes	Minutes from 09/18/2025 Meeting	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
2	Collaborative Procurement Sourcewell Contract 040924-ALT	Contract 040924-ALT: Global Rental Co Inc, Purchase of AT40-G 4x4 Bucket Trucks	Phillips	Global Rental Co Inc.	Capital	\$1,714,328.00	\$1,714,328.00	N/A	\$1,714,328.00	N/A	One-Time Purchase FY26 Start Date: 10/01/2025 End Date: 09/30/2026	N
	Collaborative Procurement Agency: Sourcewell, a State of Minnesota local government unit and service cooperative Contract #040924-ALT with Global Rental Co Inc Contract Term: Start Date 06/11/2024, through 06/11/2028 For additional information contact: Halley Stewart This award is for the purchase of eight (8) AT40-G 4x4 Bucket Trucks for JEA Fleet to be utilized for the Electric troubleshooter and overhead groups. JEA is utilizing the collaborative procurement contract with Sourcewell and Global Rental Co Inc as provided in Section 3-115 of the Procurement Code. JEA is acquiring trucks to replace eight (8) of the (21) FY22 Versalift aerial units being bought back due to unresolved issues and contract termination. To date, (17) replacement trucks have been procured, and this will be the final planned purchase. Fleet is currently assessing whether the remaining four units need to be replaced. To avoid delays from a new bid process and ensure delivery within the budgeted timeframe in FY26, JEA is using Sourcewell contract pricing. The replacement order is split between Ring Power (Awarded 8/28/25) and Global to manage lead times and meet the Q2 FY26 delivery window. JEA secured a \$12,384.00 discount per chassis, lowering the unit price to \$214,291.00 and saving \$99,072.00 overall. The total award to Global Rental Co Inc is \$1,714,328.00, and Fleet has confirmed the pricing is reasonable.											
3	Invitation for Bid (IFB)	1412001246 Lofberg Pump Station Force Main Replacement	Zammataro	Garney Companies, Inc.	Capital	\$1,900,000.00	\$1,757,493.00	N/A	\$1,757,493.00	N/A	Project Completion Start: 10/01/2025 End: 02/11/2026	Y DJ Contracting \$40,364.51 D&J Erosion \$5,571.00 Fasanelli Construction \$7,460.00
	Advertised: 08/07/2025 Opened: 09/16/2025 Eight (8) bids received Garney Companies, Inc. \$1,757,493.00 Vallencourt Inc. \$1,811,863.72 Ferreira Construction Co, Inc. \$2,026,753.00 J.B. Coxwell Contracting, Inc. \$2,079,261.50 T. G. Utility Company, Inc. \$2,142,327.00 TB Landmark Constructions, Inc. \$2,380,994.00 Talcon Group, LLC \$3,237,622.50 CMG Pipelines, Inc. Disqualified For additional information contact: David King This award request is for a new contract to Garney Companies, Inc. as the lowest bidder for the IFB for the Lofberg Pump Station Force Main Replacement Project. The scope of work includes approximately 1,667 LF of 16-inch PVC force main installed by open-cut, 805 LF of 20-inch HDPE force main installed by horizontal directional drilling, and all associated fittings, valves, appurtenances, and a stub-out connection. The contractor will also abandon and grout-fill approximately 2,375 LF of existing ductile iron force main, make tie-ins to existing pipelines, provide temporary bypass pumping, and perform site restoration including pavement, fencing, sidewalks, and landscaping. Additional responsibilities include obtaining and complying with required permits, implementing erosion and sediment control measures, dewatering, managing contaminated soil in accordance with regulatory plans, and adhering to JEA's Water and Wastewater Standards. CMG Pipelines, Inc. was disqualified from bidding due to non-attendance at the mandatory pre-bid meeting. The bid amount is 8% below the business unit estimate. The business has reviewed and deems it reasonable.											
Consent Agenda Action												
Committee Members in Attendance	Names	<u>Ted Phillips, Jody Brooks, Garry Baker</u>										
Motion by:	Jody Brooks											
Second By:	Garry Baker											
Committee Decision	Approved											
Consent and Regular Agenda Signatures												
Budget	Name/Title											
Awards Chairman	Name/Title											
Procurement	Name/Title											
Legal	Name/Title											





JEA Awards Agenda August 17, 2023 225 North Pearl St., Jacksonville, FL 32202 - Hydrangea Room 1st Floor Teams Meeting Info											
Consent Agenda											
The Chief Procurement Officer offers the following items for the JEA Awards Consent Agenda. Any item may be moved from the Consent Agenda to the Regular Agenda by a committee member asking that the item be considered separately. All items on the Consent agenda have been approved by OGC, Budget and the Business Unit Vice President and Chief. The posting of this agenda serves as an official notice of JEA's intended decision for all recommended actions for Formal Purchases as defined by Section 3-101 of the JEA Procurement Code . Please refer to JEA's Procurement Code, if you wish to protest any of these items.											
Award #	Type of Award	Solicitation # & Short Description/Title	VP	Awardee	Funding Source	Award Amount	Original Award Amount	New Not-to-Exceed	Amendments	Term	JSEB Participation (Y/N) If Y, then list company name(s) (% , \$ - awarded)
1	Minutes	Minutes from 08/10/2023 Meeting	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
2	Contract Increase	Piggyback - Telephony, Network, Internet, & Telecommunication Systems	Datz	AT&T	O&M	\$1,239,275.23	\$3,210,071.76	\$4,770,353.99	5/3/2023 - \$321,007.00	Begin Date: 12/01/2021 End Date: 11/30/2023	N/A - Piggyback
	Last Awarded: 10/21/2021 For additional information contact: Nickolas Dambrose JEA is piggybacking off of the State of Florida contract DMS-17/18-004B and City of Jacksonville (COJ) contract for the eligible services and found all rates to be comparable or better. A table of the rate comparisons and award request amount is seen as attached for documentation. JEA purchases these services from AT&T, who owns all the phone lines that currently provide voice calling services. This includes trunk lines that support the JEA call center, T1 data lines and Primary Rate Interface (PRIs), as well as local and long distance. This request is for additional funding in the amount of \$1,239,275.23 to complete the original contract term for JEA's telephony, network, internet, and DDoS services through 11/30/2023. JEA's existing services will be maintained in this award request. The existing services amount includes items that are under contract and items that are not under contract. Pricing for the contracted existing services shall remain constant. The existing services also includes a forecasted price increase of 6% on non-contracted items per the attached documentation. The existing services variance solicits funding for three circuits with an average over budget variance of 84% for the past six (6) months. These AT&T legacy circuits are very expensive and quickly becoming financially infeasible to maintain. The existing services variance also contains funding for one last circuit to remain in service for a final three (3) months. JEA has strategically de-commissioned two of the three circuits since the previous award. One of the circuits was moved to JEA Fiber, the second circuit is currently on Comcast as the facility may not be a permanent location. This request also includes new services for JEA not contained in the prior award. These new services include increased PRI capacity to support the JEA call center, additional internet circuits to support additional data/redundancy, Cloud connect to support connectivity to JEA's private Cloud with AWS and OCI, and SIP trunking to support the move to the new call center environment. The expectation is that during FY24 JEA will be able to right size services for the internet upon completion of the new internet firewalls and we will turn down the primary rate interface (PRI circuits) as they will no longer be needed post the upgrade of the call center infrastructure. This request creates a budget shortage in FY23. JEA intends to utilize \$1,239,275.23 from cost center 30904. Funds to cover the additional shortfall will be transferred from internal Technology Services O&M cost centers (30910/30903) to cover the FY23 budget shortage. In addition, a higher budget of \$2,920,797.99 will be requested in FY24 to fund future telephony requirements.										
3	Contract Increase	124-19 Progressive Design-Build Services for the 1.0 MGD Water Purification Facility	Melendez	The Haskell Company	Capital	\$58,870,997.00	\$800,000.00	\$70,000,000.00	10/14/2021 - \$5,223,357.00 1/17/2022 - \$5,105,646.00	Project Completion (Expected: June 2025)	The vendor has committed a minimum of \$500,000.00 to JSEB firms during construction. JSEB firms will be identified once construction packages are bid by the vendor.
	Last Awarded: 11/17/2022 For additional information contact: Dan Kruck The scope of work for this contract includes the design, construction, integration, test, checkout and startup of a 1.0 million gallons per day (MDG) water purification facility based on membrane treatment. This contract increase is for a fixed total price for the construction of the water purification plant and the associated equipment required for the plant. This fixed price award does not include the deep injection well, off-site piping nor the facilities material/equipment being provided by JEA and required for this project. JEA negotiated a lump sum price for this work which was reviewed by JEA staff and JEA's owners representative and deemed reasonable.										
4	Invitation to Negotiate	1411227646 Tire Maintenance, Repair and Purchase Solicitation	McElroy	Davis Tire Center, Inc. Earl W. Colvard, Inc, DBA Boulevard Tire Center	O & M	\$3,335,001.49 \$833,750.37	NA	\$4,168,751.86	NA	Three (3) Years, w/ Two (2) - 1 Yr. Renewals Start: 09/05/2023 End: 09/04/2026	N
	Advertised: 05/03/2023 Optional Pre-bid: 05/09/2023 Responses Opened 05/23/2023, Three (3) Responses Opened Negotiation sessions conducted: 06/21/2023 BAFO responses opened: 07/06/2023 For additional information: Eddie Bayouth This Invitation to Negotiate (the "ITN") is for tire maintenance and repair services, including tire purchases for over 1,800 JEA assets, which include on and off-road vehicles, equipment, and trailers. Services include tire replacement, tire repairs, retread services, tire rotations, road calls to support JEA operations, and minimal ad-hoc services. JEA evaluated the three responding companies based on minimum qualifications, pricing, professional experience, location, availability, and cost containment efficiencies. The pricing structure was based on a percentage discount beyond what is found for the physical tires in FSA, GSA, and Sourcewell agreements, along with the services provided by the vendor. These services will be awarded to both a primary (80%) and a secondary (20%) service provider. The award amount of \$4,168,751.86 was calculated by using the existing fleet tire makeup and the corresponding projected maintenance and tire purchases, with minimal ad hoc services to establish pricing if deemed necessary, that will occur over the next three (3) year period. These numbers can fluctuate depending on actual usage of the vehicles, frequency of repairs, and future fleet purchases and retirements.										

Award #	Type of Award	Solicitation # & Short Description/Title	VP	Awardee	Funding Source	Award Amount	Original Award Amount	New Not-to-Exceed	Amendments	Term	JSEB Participation (Y/N) If Y, then list company name(s) (% , \$ - awarded)
5	Invitation for Bid	1411358446 500KCM Cable (CAIRH012) Spot Buy Solicitation	McElroy	Southwire Company, LLC.	Inventory Blanket Account	\$304,083.90	NA	\$304,083.90	NA	One-time purchase, Expected delivery 10/31/2023	N
	Advised: 07/25/2023 Responses Opened 08/08/2023, Six (6) Responses Opened For additional information: Eddie Bayouth The purpose of this Invitation for Bid (IFB) is to solicit pricing for Item CAIRH012 (CABLE, 500KCM, 37 STRAND, 3-1/C PARALLELED). CAIRH012 is a product consisting of three separate cables wound together for three (3) phase applications primarily in downtown Jacksonville's underground. CAIRH012 was developed and approved by JEA Standards in early 2020 as alternative and eventual replacement to the CAIRH008; the newly created CAIRH012 incorporates different colored jackets per phase (black, red and blue) as opposed to the all-black jackets in CAIRH008. The color-coded jackets offer a primary advantage to the all-black jackets of CAIRH008. Usage of this item has been sporadic and it is not currently on a contract. JEA evaluated the bids on price alone. Based on the last price paid for this item in 2022, JEA will realize a savings of \$195,316.10 on this purchase.										
6	Invitation to Negotiate	1411219446 JEA Fleet Services Aerial Equipment Maintenance and Repair	McElroy	Altec Industries Ring Power Corporation	O & M	\$3,890,286.91 \$1,667,265.82	NA	\$5,557,552.73	NA	Three (3) Years, w/ Two (2) 1 Yr. Renewals Start: 09/01/2023 End: 07/30/2026	N
	Advised: 04/21/2023 Optional Pre-bid: 04/26/2023 Responses Opened 05/16/2023, Two (2) Responses Opened Negotiation sessions conducted: 06/16/2023 BAFO responses opened: 07/07/2023 For additional information: Eddie Bayouth This Invitation to Negotiate (the "ITT") is for the maintenance and repair services of JEA Fleet Aerial Equipment Assets. This includes, but is not limited to, routine preventative maintenance, corrective maintenance, and regulatory inspections, specific to the 304 aerial attachments of JEA on-road and off-road vehicles and equipment with additional ad hoc services included. JEA evaluated the two responding companies, based on minimum qualifications, pricing, professional experience, location, availability, and cost containment efficiencies. These services will be awarded to both a primary (70%) and a secondary (30%) service provider. The award amount of \$5,557,552.72 was calculated by using the existing fleet makeup and the corresponding projected maintenance and repairs, that will occur over the next three (3) year period. When comparing previous price and current price this represents a 30% increase in costs to JEA. The increase in costs is driven primarily by an increase in labor rates and preventive maintenance services and an increase in the number of assets (29 additional Aerial assets) being serviced under this contract. These numbers can fluctuate depending on actual usage of the vehicles, frequency of repairs, and future fleet purchases and retirements.										

Consent Agenda Action

Committee Members in Attendance	Names	Ted Phillips, Laura Schepis, and Delphine Maiden
Motion by:	Delphine Maiden	
Second By:	Laura Schepis	
Committee Decision	Approved	

Consent and Regular Agenda Signatures

Budget	Name/Title	
Awards Chairman	Name/Title	
Procurement	Name/Title	
Legal	Name/Title	

Award #6 08/17/2023 Supporting Documentation

ITN 1411219446 JEA Fleet Services
Heavy Duty Maintenance & Repair
Services

Bid Response Summaries including Year Over Year											
COMPANY NAME:		Altec Industries, Inc.					Ring Power Utilities				
Bid Group	Subcontract MarkUp %	Bid Summary	Altec Year One	Altec Year Two	Altec Year Three		Bid Summary	Year One	Year Two	Year Three	Award Totals
Altec	8.0%	\$ 3,290,881.41	\$ 904,088.30	\$ 1,084,905.96	\$ 1,301,887.15		\$ 3,860,551.24				\$ 3,290,881.41
Terex	8.0%	\$ 455,935.48	\$ 125,257.00	\$ 150,308.40	\$ 180,370.08		\$ 527,072.00				\$ 455,935.48
VersaLift	8.0%	\$ 358,984.08	\$ 98,622.00	\$ 118,346.40	\$ 142,015.68		\$ 418,898.48				\$ 358,984.08
Stellar	8.0%	\$ 266,648.20	\$ 73,255.00	\$ 87,906.00	\$ 105,487.20		\$ 311,347.40				\$ 266,648.20
Miscellaneous	8.0%	\$ 599,762.80	\$ 164,770.00	\$ 197,724.00	\$ 237,268.80		\$ 790,011.04				\$ 599,762.80
Ad Hoc Services	N/A	\$ 585,340.75	\$ 153,532.00	\$ 191,915.00	\$ 239,893.75		\$ 643,550.00				\$ 585,340.75
3 Year Total		\$ 5,557,552.72					\$ 6,551,430.16				\$ 5,557,552.72

Award Calculations & Spend Projections Year over Year																		
	COMPANY NAME:	Altec Industries, Inc.						Ring Power Utilities										
Bid Group	Subcontract MarkUp %	Bid Summary	Year One		Year Two		Year Three	Bid Summary	Year One		Year Two		Year Three	Totals Check				
Altec	8.0%	\$ 2,303,616.99	\$	632,861.81	\$	759,434.17	\$	911,321.01	\$	987,264.42	\$	271,226.49	\$	325,471.79	\$	390,566.15	\$	3,290,881.41
Terex	8.0%	\$ 319,154.84	\$	87,679.90	\$	105,215.88	\$	126,259.06	\$	136,780.64	\$	37,577.10	\$	45,092.52	\$	54,111.02	\$	455,935.48
VersaLift	8.0%	\$ 251,288.86	\$	69,035.40	\$	82,842.48	\$	99,410.98	\$	107,695.22	\$	29,586.60	\$	35,503.92	\$	42,604.70	\$	358,984.08
Stellar	8.0%	\$ 186,653.74	\$	51,278.50	\$	61,534.20	\$	73,841.04	\$	79,994.46	\$	21,976.50	\$	26,371.80	\$	31,646.16	\$	266,648.20
Miscellaneous	8.0%	\$ 419,833.96	\$	115,339.00	\$	138,406.80	\$	166,088.16	\$	179,928.84	\$	49,431.00	\$	59,317.20	\$	71,180.64	\$	599,762.80
Ad Hoc Services	N/A	\$ 409,738.53	\$	107,472.40	\$	134,340.50	\$	167,925.63	\$	175,602.23	\$	46,059.60	\$	57,574.50	\$	71,968.13	\$	585,340.75
	Totals	\$ 3,890,286.91	\$	1,063,667.01	\$	1,281,774.03	\$	1,544,845.86	\$	1,667,265.82	\$	455,857.29	\$	549,331.73	\$	662,076.80	\$	5,557,552.72
		Mo. Avg	\$	88,638.92	\$	106,814.50	\$	128,737.16		Mo. Avg.	\$	37,988.11	\$	45,777.64	\$	55,173.07		

Altec Corrective & Preventative Mx (70%)	\$ 3,480,548.38	Total Award
Altec Ad Hoc (70% Ring Power Total)	\$ 409,738.53	\$ 3,890,286.91
Ring Power Corrective & Preventative Mx (30%)	\$ 1,491,663.59	
Ring Power Ad Hoc (30% Ring Power Total)	\$ 175,602.23	\$ 1,667,265.82
Total Award	\$ 5,557,552.72	\$ 5,557,552.72

Award #6 08/17/2023 Supporting Documentation

ITN 1411219446 JEA Fleet Services Heavy Duty Maintenance & Repair Services
Bid Summary with Award Amounts and forecast Spend

Bid Response Summaries including Year Over Year														
COMPANY NAME:		Altec Industries, Inc.						Ring Power Utilities						
Bid Group	Subcontract MarkUp %	Bid Summary	Altec Year One		Altec Year Two			Altec Year Three		Bid Summary	Year One	Year Two	Year Three	Award Totals
Altec	8.0%	\$ 3,290,881.41	\$ 904,088.30	\$ 1,084,905.96		\$ 1,301,887.15		\$ 3,860,551.24					\$ 3,290,881.41	
Terex	8.0%	\$ 455,935.48	\$ 125,257.00	\$ 150,308.40		\$ 180,370.08		\$ 527,072.00					\$ 455,935.48	
VersaLift	8.0%	\$ 358,984.08	\$ 98,622.00	\$ 118,346.40		\$ 142,015.68		\$ 418,898.48					\$ 358,984.08	
Stellar	8.0%	\$ 266,648.20	\$ 73,255.00	\$ 87,906.00		\$ 105,487.20		\$ 311,347.40					\$ 266,648.20	
Miscellaneous	8.0%	\$ 599,762.80	\$ 164,770.00	\$ 197,724.00		\$ 237,268.80		\$ 790,011.04					\$ 599,762.80	
Ad Hoc Services	N/A	\$ 585,340.75	\$ 153,532.00	\$ 191,915.00		\$ 239,893.75		\$ 643,550.00					\$ 585,340.75	
3 Year Total		\$ 5,557,552.72							\$ 6,551,430.16				\$ 5,557,552.72	

Award Calculations & Spend Projections Year over Year													
COMPANY NAME:		Altec Industries, Inc.						Ring Power Utilities					
Bid Group	Subcontract MarkUp %	Bid Summary	Year One	Year Two		Year Three		Bid Summary	Year One	Year Two		Year Three	Totals Check
Altec	8.0%	\$ 2,303,616.99	\$ 632,861.81	\$ 759,434.17		\$ 911,321.01		\$ 987,264.42	\$ 271,226.49	\$ 325,471.79		\$ 390,566.15	\$ 3,290,881.41
Terex	8.0%	\$ 319,154.84	\$ 87,679.90	\$ 105,215.88		\$ 126,259.06		\$ 136,780.64	\$ 37,577.10	\$ 45,092.52		\$ 54,111.02	\$ 455,935.48
VersaLift	8.0%	\$ 251,288.86	\$ 69,035.40	\$ 82,842.48		\$ 99,410.98		\$ 107,695.22	\$ 29,586.60	\$ 35,503.92		\$ 42,604.70	\$ 358,984.08
Stellar	8.0%	\$ 186,653.74	\$ 51,278.50	\$ 61,534.20		\$ 73,841.04		\$ 79,994.46	\$ 21,976.50	\$ 26,371.80		\$ 31,646.16	\$ 266,648.20
Miscellaneous	8.0%	\$ 419,833.96	\$ 115,339.00	\$ 138,406.80		\$ 166,088.16		\$ 179,928.84	\$ 49,431.00	\$ 59,317.20		\$ 71,180.64	\$ 599,762.80
Ad Hoc Services	N/A	\$ 409,738.53	\$ 107,472.40	\$ 134,340.50		\$ 167,925.63		\$ 175,602.23	\$ 46,059.60	\$ 57,574.50		\$ 71,968.13	\$ 585,340.75
Total\$		\$ 3,890,286.91	\$ 1,063,667.01	\$ 1,281,774.03		\$ 1,544,845.86		\$ 1,667,265.82	\$ 455,857.29	\$ 549,331.73		\$ 662,076.80	\$ 5,557,552.72
		Mo. Avg	\$ 88,638.92	\$ 106,814.50		\$ 128,737.16		Mo. Avg.	\$ 37,988.11	\$ 45,777.64		\$ 55,173.07	

Altec Corrective & Preventative Mx (70%)	\$ 3,480,548.38
Altec Ad Hoc (70% Ring Power Total)	\$ 409,738.53
Ring Power Corrective & Preventative Mx (30%)	\$ 1,491,663.59
Ring Power Ad Hoc (30% Ring Power Total)	\$ 175,602.23
Total Award	\$ 5,557,552.72

Award #6 08/17/2023 Supporting Documentation

Altec -ITN 1411219446-23 (New Contract)					Altec Comparison	Altec (Old Contract)				Compare Projected to New Award	
Altec	Y1	Y2	Y3	3 Year Total		Y1	Y2	Y3	3 Year Total	3 Yr Variance	One Year Variance
CM Labor Rate	\$ 364,554.00	\$ 437,464.80	\$ 524,957.76	\$ 1,326,976.56		\$ 294,894.00	\$ 353,872.80	\$ 424,647.36	\$ 1,073,414.16	\$ 253,562.40	\$ 69,660.00
CM After Hours Labor	\$ 40,506.00	\$ 48,607.20	\$ 58,328.64	\$ 147,441.84		\$ 32,766.00	\$ 39,319.20	\$ 47,183.04	\$ 119,268.24	\$ 28,173.60	\$ 7,740.00
Cost Plus Parts	\$ 252,000.00	\$ 302,400.00	\$ 362,880.00	\$ 917,280.00		\$ 210,000.00	\$ 252,000.00	\$ 302,400.00	\$ 764,400.00	\$ 152,880.00	\$ 42,000.00
Road Call Response	\$ 78,500.00	\$ 94,200.00	\$ 113,040.00	\$ 285,740.00		\$ 63,500.00	\$ 76,200.00	\$ 91,440.00	\$ 231,140.00	\$ 54,600.00	\$ 15,000.00
After Hours Road Call	\$ 7,834.30	\$ 9,401.16	\$ 11,281.39	\$ 28,516.85		\$ 12,674.60	\$ 15,209.52	\$ 18,251.42	\$ 46,135.54	\$ (17,618.69)	\$ (4,840.30)
Transportation Fees	\$ -	\$ -	\$ -	\$ -		\$ 12,674.60	\$ 15,209.52	\$ 18,251.42	\$ 46,135.54	\$ (46,135.54)	\$ (12,674.60)
Towing	\$ -	\$ -	\$ -	\$ -		\$ 12,674.60	\$ 15,209.52	\$ 18,251.42	\$ 46,135.54	\$ (46,135.54)	\$ (12,674.60)
CM Subtotal	\$ 743,394.30	\$ 892,073.16	\$ 1,070,487.79	\$ 2,705,955.25		\$ 639,183.80	\$ 767,020.56	\$ 920,424.67	\$ 2,326,629.03	\$ 379,326.22	\$ 104,210.50
PMs	\$ 160,694.00	\$ 192,832.80	\$ 231,399.36	\$ 584,926.16		\$ 141,295.50	\$ 169,554.60	\$ 203,465.52	\$ 514,315.62	\$ 70,610.54	\$ 19,398.50
	\$ 904,088.30	\$ 1,084,905.96	\$ 1,301,887.15	\$ 3,290,881.41		\$ 780,479.30	\$ 936,575.16	\$ 1,123,890.19	\$ 2,840,944.65	\$ 449,936.76	\$ 123,609.00
Altec -ITN 1411219446-23 (New Contract)					Terex Comparison	Ring Power (Old Contract)				Compare Projected to New Award	
Terex	Y1	Y2	Y3	3 Year Total		Y1	Y2	Y3	3 Year Total	3 Yr Variance	One Year Variance
CM Labor Rate	\$ 17,270.00	\$ 20,724.00	\$ 24,868.80	\$ 62,862.80		\$ 15,312.00	\$ 18,374.40	\$ 22,049.28	\$ 55,735.68	\$ 7,127.12	\$ 1,958.00
CM After Hours Labor	\$ 2,355.00	\$ 2,826.00	\$ 3,391.20	\$ 8,572.20		\$ 2,898.00	\$ 3,477.60	\$ 4,173.12	\$ 10,548.72	\$ (1,976.52)	\$ (543.00)
Cost Plus Parts	\$ 66,000.00	\$ 79,200.00	\$ 95,040.00	\$ 240,240.00		\$ 75,900.00	\$ 91,080.00	\$ 109,296.00	\$ 276,276.00	\$ (36,036.00)	\$ (9,900.00)
Road Call Response	\$ 18,840.00	\$ 22,608.00	\$ 27,129.60	\$ 68,577.60		\$ 18,864.00	\$ 22,636.80	\$ 27,164.16	\$ 68,664.96	\$ (87.36)	\$ (24.00)
After Hours Road Call	\$ 1,884.00	\$ 2,260.80	\$ 2,712.96	\$ 6,857.76		\$ 2,534.40	\$ 3,041.28	\$ 3,649.54	\$ 9,225.22	\$ (2,367.46)	\$ (650.40)
Transportation Fees	\$ -	\$ -	\$ -	\$ -		\$ 2,534.40	\$ 3,041.28	\$ 3,649.54	\$ 9,225.22	\$ (9,225.22)	\$ (2,534.40)
Towing	\$ -	\$ -	\$ -	\$ -		\$ 2,534.40	\$ 3,041.28	\$ 3,649.54	\$ 9,225.22	\$ (9,225.22)	\$ (2,534.40)
CM Subtotal	\$ 106,349.00	\$ 127,618.80	\$ 153,142.56	\$ 387,110.36		\$ 120,577.20	\$ 144,692.64	\$ 173,631.17	\$ 438,901.01	\$ (51,790.65)	\$ (14,228.20)
PMs	\$ 18,908.00	\$ 22,689.60	\$ 27,227.52	\$ 68,825.12		\$ 17,748.00	\$ 21,297.60	\$ 25,557.12	\$ 64,602.72	\$ 4,222.40	\$ 1,160.00
	\$ 125,257.00	\$ 150,308.40	\$ 180,370.08	\$ 455,935.48		\$ 138,325.20	\$ 165,990.24	\$ 199,188.29	\$ 503,503.73	\$ (47,568.25)	\$ (13,068.20)
Altec -ITN 1411219446-23 (New Contract)					VersaLift Comparison	Altec (Old Contract)				Compare Projected to New Award	
Versalift	Y1	Y2	Y3	3 Year Total		Y1	Y2	Y3	3 Year Total	3 Yr Variance	One Year Variance
CM Labor Rate	\$ 15,700.00	\$ 18,840.00	\$ 22,608.00	\$ 57,148.00		\$ 15,840.00	\$ 19,008.00	\$ 22,809.60	\$ 57,657.60	\$ (509.60)	\$ (140.00)
CM After Hours Labor	\$ 1,570.00	\$ 1,884.00	\$ 2,260.80	\$ 5,714.80		\$ 1,584.00	\$ 1,900.80	\$ 2,280.96	\$ 5,765.76	\$ (50.96)	\$ (14.00)
Cost Plus Parts	\$ 60,000.00	\$ 72,000.00	\$ 86,400.00	\$ 218,400.00		\$ 72,000.00	\$ 86,400.00	\$ 103,680.00	\$ 262,080.00	\$ (43,680.00)	\$ (12,000.00)
Road Call Response	\$ 3,925.00	\$ 4,710.00	\$ 5,652.00	\$ 14,287.00		\$ 3,960.00	\$ 4,752.00	\$ 5,702.40	\$ 14,414.40	\$ (127.40)	\$ (35.00)
After Hours Road Call	\$ 785.00	\$ 942.00	\$ 1,130.40	\$ 2,857.40		\$ 1,584.00	\$ 1,900.80	\$ 2,280.96	\$ 5,765.76	\$ (2,908.36)	\$ (799.00)
Transportation Fees	\$ -	\$ -	\$ -	\$ -		\$ 1,584.00	\$ 1,900.80	\$ 2,280.96	\$ 5,765.76	\$ (5,765.76)	\$ (1,584.00)
Towing	\$ -	\$ -	\$ -	\$ -		\$ 1,584.00	\$ 1,900.80	\$ 2,280.96	\$ 5,765.76	\$ (5,765.76)	\$ (1,584.00)
CM Subtotal	\$ 81,980.00	\$ 98,376.00	\$ 118,051.20	\$ 298,407.20		\$ 98,136.00	\$ 141,315.84	\$ 169,579.01	\$ 357,215.04	\$ (58,807.84)	\$ (16,156.00)
PMs	\$ 16,642.00	\$ 19,970.40	\$ 23,964.48	\$ 60,576.88		\$ 21,000.00	\$ 25,200.00	\$ 30,240.00	\$ 76,440.00	\$ (15,863.12)	\$ (4,358.00)
	\$ 98,622.00	\$ 118,346.40	\$ 142,015.68	\$ 358,984.08		\$ 119,136.00	\$ 166,515.84	\$ 199,819.01	\$ 433,655.04	\$ (74,670.96)	\$ (20,514.00)
Altec -ITN 1411219446-23 (New Contract)					Stellar Comparison	Altec (Old Contract)				Compare Projected to New Award	
Stellar	Y1	Y2	Y3	3 Year Total		Y1	Y2	Y3	3 Year Total	3 Yr Variance	One Year Variance
CM Labor Rate	\$ 7,850.00	\$ 9,420.00	\$ 11,304.00	\$ 28,574.00		\$ 7,920.00	\$ 9,504.00	\$ 11,404.80	\$ 28,828.80	\$ (254.80)	\$ (70.00)
CM After Hours Labor	\$ 785.00	\$ 942.00	\$ 1,130.40	\$ 2,857.40		\$ 792.00	\$ 950.40	\$ 1,140.48	\$ 2,882.88	\$ (25.48)	\$ (7.00)
Cost Plus Parts	\$ 12,000.00	\$ 14,400.00	\$ 17,280.00	\$ 43,680.00		\$ 14,400.00	\$ 17,280.00	\$ 20,736.00	\$ 52,416.00	\$ (8,736.00)	\$ (2,400.00)
Road Call Response	\$ 8,635.00	\$ 10,362.00	\$ 12,434.40	\$ 31,431.40		\$ 8,712.00	\$ 10,454.40	\$ 12,545.28	\$ 31,711.68	\$ (280.28)	\$ (77.00)
After Hours Road Call	\$ 785.00	\$ 942.00	\$ 1,130.40	\$ 2,857.40		\$ 1,584.00	\$ 1,900.80	\$ 2,280.96	\$ 5,765.76	\$ (2,908.36)	\$ (799.00)
Transportation Fees	\$ -	\$ -	\$ -	\$ -		\$ 1,584.00	\$ 1,900.80	\$ 2,280.96	\$ 5,765.76	\$ (5,765.76)	\$ (1,584.00)
Towing	\$ -	\$ -	\$ -	\$ -		\$ 1,584.00	\$ 1,900.80	\$ 2,280.96	\$ 5,765.76	\$ (5,765.76)	\$ (1,584.00)
CM Subtotal	\$ 30,055.00	\$ 36,066.00	\$ 43,279.20	\$ 109,400.20		\$ 36,576.00	\$ 43,891.20	\$ 52,669.44	\$ 133,136.64	\$ (23,736.44)	\$ (6,521.00)
PMs	\$ 43,200.00	\$ 51,840.00	\$ 62,208.00	\$ 157,248.00		\$ 52,330.00	\$ 62,796.00	\$ 75,355.20	\$ 190,481.20	\$ (33,233.20)	\$ (9,130.00)
	\$ 73,255.00	\$ 87,906.00	\$ 105,487.20	\$ 266,648.20		\$ 88,906.00	\$ 106,687.20	\$ 128,024.64	\$ 323,617.84	\$ (56,969.64)	\$ (15,651.00)
Altec -ITN 1411219446-23 (New Contract)					Misc. Comparison	Altec (Old Contract)				Compare Projected to New Award	

Award #6 08/17/2023 Supporting Documentation

Aerial Maintenance - Altec

Item #	Company Name: Altec Industries, Inc.					Ring Power Utilities			
1.0	1. Corrective Maintenance (CM) Annual Breakout								
		Rate	Estimated Volume/Value		Year 1 Extended Cost	Rate	Estimated Volume/Value		Year 1 Extended Cost
1.01	Labor, Benefits, Overhead, Indirect Shop Supplies CM Labor Rate per Hour	\$ 157.00	2,322		\$ 364,554.00	\$ 160.00	2,322		\$ 371,520.00
1.02	CM Labor Rate per Hour After-Hours (5pm - 7am M-F, S & S, Holidays)	\$ 157.00	258		\$ 40,506.00	\$ 240.00	258		\$ 61,920.00
1.03	Cost Plus % Pricing for Parts (Not to exceed 20%)	20.00%	\$210,000		\$ 252,000.00	20.00%	\$210,000		\$ 252,000.00
1.04	Regular Business Road Call Response & Diagnostic Fee (*Fixed Rate per Incident - Exclusive of Maintenance Costs Performed as that is Covered in Above Costs)	\$ 157.00	500		\$ 78,500.00	\$ 200.00	500		\$ 100,000.00
1.05	After-Hours Road Call Response & Diagnostic Fee (*Fixed Rate per Incident - Exclusive of Maintenance Costs Performed as that is Covered in Above Costs) (5pm - 7am M-F, S & S, Holidays)	\$ 157.00	50		\$ 7,834.30	\$ 280.00	50		\$ 13,972.00
1.06	Transportation Services Fee (*Fixed Rate per Occurenece for a One- way charge regardless of pickup or drop off location) Enter Cost Per Event	NA*	10			NA	10		
1.07	Towing Service Inbound to Shop * Direct Pass Through *	NA*	10			NA	10		
	Estimated Amount will be used and included for Contract Value								
			subtotal		\$ 743,394.30		subtotal		\$ 799,412.00
	Year 1 Cost				\$ 743,394.30				\$ 799,412.00
	Year 2 Cost				\$ 892,073.16				\$ 959,294.40
	Year 3 Cost				\$ 1,070,487.79				\$ 1,151,153.28
	\$ 2,705,955.25					\$ 2,909,859.68			
2.0	2. Preventative Maintenance (PM) Annual Breakout								
	Labor, Benefits, Overhead, Indirect Shop Supplies								
				PM3 - Annual Inspection to include Dielectric Test, as required	Annual Gear Inpsection & Certification				
	Category	TYPE	QTY	Rate		Year 1 Extended Cost			
2.01	ALTEC AA55E	Bucket	57	\$ 1,040.00		\$ 59,280.00			
2.02	ALTEC AA755L	Bucket	1	\$ 936.00		\$ 936.00			
2.03	ALTEC AH 100	Bucket	1	\$ 2,212.00		\$ 2,212.00			
2.04	ALTEC AH 125	Bucket	2	\$ 1,818.00		\$ 3,636.00			
2.05	ALTEC AT37-G	Bucket	37	\$ 759.00		\$ 28,083.00			
2.06	ALTEC AT40-G	Bucket	24	\$ 697.00		\$ 16,728.00			
2.07	ALTEC AT41-M	Bucket	1	\$ 965.00		\$ 965.00			
2.08	ALTEC TA40	Bucket	7	\$ 936.00		\$ 6,552.00			
2.09	ALTEC AC18-70B-HL	Crane	2	\$ 2,086.00	\$ 349.00	\$ 5,665.00			
2.10	ALTEC AC38-103	Crane	1	\$ 2,086.00	\$ 349.00	\$ 2,435.00			
2.11	ALTEC D4060B-TR	Derrick	1	\$ 1,314.00		\$ 1,314.00			
2.12	ALTEC DH50 H-TR	Derrick	4	\$ 1,314.00		\$ 5,256.00			
2.13	ALTEC DM47B-TR	Derrick	6	\$ 1,256.00		\$ 7,536.00			
2.14	ALTEC DM47TR	Derrick	16	\$ 1,256.00		\$ 20,096.00			
	Year 1 Cost		160			\$ 160,694.00			
	Year 2 Cost					\$ 192,832.800			
	Year 3 Cost					\$ 231,399.360			
	\$ 584,926.16								
TOTAL THREE (3) YEAR COST (TRANSFER THIS AMOUNT TO THE RESPONSE FORM)					\$ 3,290,881.41				
Sublet %			8%						

PM3 - Annual Inspection to include Dielectric Test, as required	Annual Gear Inpsection & Certification	
Rate		Year 1 Extended Cost
\$ 1,442.00		\$ 82,194.00
\$ 1,442.00		\$ 1,442.00
\$ 1,714.00		\$ 1,714.00
\$ 1,714.00		\$ 3,428.00
\$ 1,442.00		\$ 53,354.00
\$ 1,442.00		\$ 34,608.00
\$ 1,442.00		\$ 1,442.00
\$ 1,442.00		\$ 10,094.00
\$ 5,000.00	\$ 665.00	\$ 11,330.00
\$ 5,450.00	\$ 665.00	\$ 6,115.00
\$ 2,054.00		\$ 2,054.00
\$ 2,054.00		\$ 8,216.00
\$ 2,054.00		\$ 12,324.00
\$ 2,054.00		\$ 32,864.00
		\$ 261,179.00
		\$ 313,414.800
		\$ 376,097.760
		\$ 950,691.56
		\$ 3,860,551.24

Solicitation Estimate Basis		
Rate	Estimated Volume/Value	Year 1 Extended Cost
\$ 127.00	2,322	\$ 294,894.00
\$ 127.00	258	\$ 32,766.00
0.00%	\$210,000	\$ 210,000.00
\$ 127.00	500	\$ 63,500.00
\$ 254.00	50	\$ 12,674.60
\$ 254.00	10	\$ 12,674.60
\$ 225.00	10	\$ 12,674.60
	subtotal	\$ 639,183.80
		\$ 639,183.80
		\$ 767,020.56
		\$ 920,424.67
		\$ 2,326,629.03

PM3 - Annual Inspection to include Dielectric Test, as required	Annual Gear Inpsection & Certification	
Rate		Year 1 Extended Cost
\$ 1,442.00		\$ 82,194.00
\$ 1,442.00		\$ 1,442.00
\$ 1,714.00		\$ 1,714.00
\$ 1,714.00		\$ 3,428.00
\$ 1,442.00		\$ 53,354.00
\$ 1,442.00		\$ 34,608.00
\$ 1,442.00		\$ 1,442.00
\$ 1,442.00		\$ 10,094.00
\$ 5,000.00	\$ 665.00	\$ 11,330.00
\$ 5,450.00	\$ 665.00	\$ 6,115.00
\$ 2,054.00		\$ 2,054.00
\$ 2,054.00		\$ 8,216.00
\$ 2,054.00		\$ 12,324.00
\$ 2,054.00		\$ 32,864.00
		\$ 261,179.00
		\$ 313,414.800
		\$ 376,097.760
		\$ 950,691.56
		\$ 3,860,551.24

QTY	Rate	Year 1 Extended Cost
57	\$ 760.00	\$ 43,320.00
1	\$ 760.00	\$ 760.00
2	\$ 1,244.50	\$ 2,489.00
1	\$ 1,244.50	\$ 1,244.50
1	\$ 1,244.00	\$ 1,244.00
2	\$ 1,244.00	\$ 2,488.00
37	\$ 555.75	\$ 20,562.75
24	\$ 555.75	\$ 13,338.00
1	\$ 555.75	\$ 555.75
1	\$ 1,021.25	\$ 1,021.25
4	\$ 1,021.25	\$ 4,085.00
16	\$ 969.00	\$ 15,504.00
6	\$ 969.00	\$ 5,814.00
7	\$ 760.00	\$ 5,320.00
		\$ 141,295.50
		\$ 169,554.600
		\$ 203,465.520
		\$ 514,315.62
		\$ 2,840,944.65

Award #6 08/17/2023 Supporting Documentation

Aerial Maintenance - Terex

Item #	Company Name:				Altec Industries, Inc.		Ring Power		
1.0	1.Corrective Maintenance (CM) Annual Breakout								
			Rate	Estimated Volume/Value	Year 1 Extended Cost		Rate	Estimated Volume/Value	Year 1 Extended Cost
1.01	Labor, Benefits, Overhead, Indirect Shop Supplies CM Labor Rate per Hour		\$ 157.00	110	\$ 17,270.00	\$ 160.00	110	\$ 17,600.00	
1.02	CM Labor Rate per Hour After-Hours (5pm - 7am M-F, S & S, Holidays)		\$ 157.00	15	\$ 2,355.00	\$ 240.00	15	\$ 3,600.00	
1.03	Cost Plus % Pricing for Parts (Not to exceed 20%)		20.00%	\$55,000	\$66,000	20.00%	\$55,000	\$ 66,000.00	
1.04	Regular Business Road Call Response & Diagnostic Fee (*Fixed Rate per Incident - Exclusive of Maintenance Costs Performed as that is Covered in Above Costs)		\$ 157.00	120	\$ 18,840.00	\$ 200.00	120	\$ 24,000.00	
1.05	After-Hours Road Call Response & Diagnostic Fee (*Fixed Rate per Incident - Exclusive of Maintenance Costs Performed as that is Covered in Above Costs) (5pm - 7am M-F, S & S, Holidays)		\$ 157.00	12	\$ 1,884.00	\$ 280.00	12	\$ 3,360.00	
1.06	Transportation Services Fee (*Fixed Rate per Occurenece for a One- way charge regardless of pickup or drop off location) Enter Cost Per Event		NA	5		NA	5		
1.07	Towing Service Inbound to Shop * Direct Pass Through * Estimated Amount will be used and included for Contract Value		NA	5		NA	5		
				subtotal	\$ 106,349.00	<div><div></div><div></div><div></div><div></div></div>			
	Year 1 Cost				\$ 106,349.00				\$ 114,560.00
	Year 2 Cost				\$ 127,618.80				\$ 137,472.00
	Year 3 Cost				\$ 153,142.56				\$ 164,966.40
2.0	2.Preventative Maintenance (PM) Annual Breakout								
	Labor, Benefits, Overhead, Indirect Shop Supplies								
					PM3 - Annual Inspection to include Dielectric Test or Crane Certification, as required		PM3 - Annual Inspection to include Dielectric Test or Crane Certification, as required		
	Category	Type	QTY	Rate	Year 1 Extended Cost		Rate	Year 1 Extended Cost	
2.01	Terex TL41	Bucket	6	\$ 722.00	\$ 4,332.00		\$ 1,442.00	\$ 8,652.00	
2.02	Terex 55 Foot Bucket	Bucket	2	\$ 1,045.00	\$ 2,090.00		\$ 1,442.00	\$ 2,884.00	
2.03	Terex 55 Foot Material Handler	Bucket	3	\$ 1,045.00	\$ 3,135.00		\$ 1,442.00	\$ 4,326.00	
2.04	Terex C4047	Derrick	2	\$ 1,263.00	\$ 2,526.00		\$ 2,054.00	\$ 4,108.00	
2.05	Terex C5050	Derrick	5	\$ 1,365.00	\$ 6,825.00		\$ 2,054.00	\$ 10,270.00	
	Year 1 Cost		18		\$ 18,908.00			\$ 30,240.00	
	Year 2 Cost				\$ 22,689.600			\$ 36,288.00	
	Year 3 Cost				\$ 27,227.520			\$ 43,545.60	
TOTAL THREE (3) YEAR COST (TRANSFER THIS AMOUNT TO THE RESPONSE FORM)					\$ 455,935.48	\$ 527,072.00			
Sublet %			8%						

Solicitation Estimate Basis

Rate	Estimated Volume/Value	Year 1 Extended Cost
\$ 116.00	110	\$ 12,760.00
\$ 161.00	15	\$ 2,415.00
15.00%	\$55,000	\$63,250
\$ 131.00	120	\$ 15,720.00
\$ 176.00	12	\$ 2,112.00
\$ 232.00	5	\$ 2,112.00
Fleet123	5	\$ 2,112.00
	subtotal	\$ 100,481.00
		\$ 120,577.20
		\$ 144,692.64
		\$ 173,631.17
		\$ 438,901.01

QTY	Rate	Year 1 Extended Cost
6	\$ 986.00	\$ 5,916.00
2	\$ 986.00	\$ 1,972.00
3	\$ 986.00	\$ 2,958.00
2	\$ 986.00	\$ 1,972.00
5	\$ 986.00	\$ 4,930.00
		\$ 17,748.00
		\$ 21,297.600
		\$ 25,557.120
		\$ 64,602.72
		\$ 503,503.73

Award #6 08/17/2023 Supporting Documentation

Aerial Maintenance - Versalift

Item #	Company Name: Altec Industries, Inc.	
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Ring Power

1.0	1.Corrective Maintenance (CM) Annual Breakout						
		Rate	Estimated Volume/Value	Year 1 Extended Cost	Rate	Estimated Volume/Value	Year 1 Extended Cost
1.01	Labor, Benefits, Overhead, Indirect Shop Supplies CM Labor Rate per Hour	\$ 157.00	100	\$ 15,700.00	\$ 160.00	100	\$ 16,000.00
1.02	CM Labor Rate per Hour After-Hours (5pm - 7am M-F, S & S, Holidays)	\$ 157.00	10	\$ 1,570.00	\$ 240.00	10	\$ 2,400.00
1.03	Cost Plus % Pricing for Parts (Not to exceed 20%)	20.00%	\$50,000	\$60,000	20.00%	\$50,000	\$ 60,000.00
1.04	Regular Business Road Call Response & Diagnostic Fee (*Fixed Rate per Incident - Exclusive of Maintenance Costs Performed as that is Covered in Above Costs)	\$ 157.00	25	\$ 3,925.00	\$ 200.00	25	\$ 5,000.00
1.05	After-Hours Road Call Response & Diagnostic Fee (*Fixed Rate per Incident - Exclusive of Maintenance Costs Performed as that is Covered in Above Costs) (5pm - 7am M-F, S & S, Holidays)	\$ 157.00	5	\$ 785.00	\$ 280.00	5	\$ 1,400.00
1.06	Transportation Services Fee (*Fixed Rate per Occurenece for a One- way charge regardless of pickup or drop off location) Enter Cost Per Event	NA	5		NA	5	
1.07	Towing Service Inbound to Shop * Direct Pass Through * Estimated Amount will be used and included for Contract Value	NA	5		NA	5	
			subtotal	\$ 81,980.00			
	Year 1 Cost			\$ 81,980.00			\$ 84,800.00
	Year 2 Cost			\$ 98,376.00			\$ 101,760.00
	Year 3 Cost			\$ 118,051.20			\$ 122,112.00
				\$ 298,407.20			
2.0	2.Preventative Maintenance (PM) Annual Breakout						
	Labor, Benefits, Overhead, Indirect Shop Supplies						
				PM3 - Annual Inspection to include Dielectric Test or Crane Certification, as required			
	Category	Type	QTY	Rate	Year 1 Extended Cost		
2.01	* VERSALIFT - SST-40-EIH	Bucket	16	\$ 736.00	\$ 11,776.00		
2.02	** VERSALIFT - VO-355X-MHI	Bucket	3	\$ 998.00	\$ 2,994.00		
2.03	*** VERSALIFT - VN-555-MHI	Bucket	2	\$ 936.00	\$ 1,872.00		
	Year 1 Cost		21		\$ 16,642.00		
	Year 2 Cost				\$ 19,970.400		
	Year 3 Cost				\$ 23,964.480		
					\$ 60,576.88		
	TOTAL THREE (3) YEAR COST (TRANSFER THIS AMOUNT TO THE RESPONSE FORM)				\$ 358,984.08		
	Sublet %	8%					

Solicitation Estimate Basis

\$ 132.00	100	\$ 13,200.00
\$ 132.00	10	\$ 1,320.00
20.00%	\$50,000	\$ 60,000.00
\$ 132.00	25	\$ 3,300.00
\$ 264.00	5	\$ 1,320.00
\$ 264.00	5	\$ 1,320.00
\$ 225.00	5	\$ 1,320.00
	subtotal	\$ 81,780.00
		\$ 98,136.00
		\$ 117,763.20
		\$ 141,315.84
		\$ 357,215.04

Rate	Year 1 Extended Cost
\$ 1,442.00	\$ 23,072.00
\$ 1,442.00	\$ 4,326.00
\$ 1,442.00	\$ 2,884.00
	\$ 30,282.00
	\$ 36,338.40
	\$ 43,606.08

16	\$ 1,000.00	\$ 16,000.00
3	\$ 1,000.00	\$ 3,000.00
2	\$ 1,000.00	\$ 2,000.00
		\$ 21,000.00
		\$ 25,200.000
		\$ 30,240.000
		\$ 76,440.00

	\$ 418,898.48
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\$ 433,655.04

* 5 units active, 11 coming w/l next 12 months
** 3 units coming w/l next 9 months
*** 2 units coming w/l next 9 months

Award #6 08/17/2023 Supporting Documentation

Aerial Maintenance - Stellar

Item #	Company Name:					Ring Power		
1.0	<u>1.Corrective Maintenance (CM) Annual Breakout</u>							
		Rate	Estimated Volume/Value		Year 1 Extended Cost	Rate	Estimated Volume/Value	Year 1 Extended Cost
1.01	Labor, Benefits, Overhead, Indirect Shop Supplies CM Labor Rate per Hour	\$ 157.00	50		\$ 7,850.00	\$ 185.00	50	\$ 9,250.00
1.02	CM Labor Rate per Hour After-Hours (5pm - 7am M-F, S & S, Holidays)	\$ 157.00	5		\$ 785.00	\$ 278.00	5	\$ 1,390.00
1.03	Cost Plus % Pricing for Parts (Not to exceed 20%)	20.00%	\$10,000		\$ 12,000.00	20.00%	\$10,000	\$ 12,000.00
1.04	Regular Business Road Call Response & Diagnostic Fee (*Fixed Rate per Incident - Exclusive of Maintenance Costs Performed as that is Covered in Above Costs)	\$ 157.00	55		\$ 8,635.00	\$ 235.00	55	\$ 12,925.00
1.05	After-Hours Road Call Response & Diagnostic Fee (*Fixed Rate per Incident - Exclusive of Maintenance Costs Performed as that is Covered in Above Costs) (5pm - 7am M-F, S & S, Holidays)	\$ 157.00	5		\$ 785.00	\$ 328.00	5	\$ 1,640.00
1.06	Transportation Services Fee (*Fixed Rate per Occurenece for a One- way charge regardless of pickup or drop off location) Enter Cost Per Event	NA	5			NA	5	
1.07	Towing Service Inbound to Shop * Direct Pass Through * Estimated Amount will be used and included for Contract Value	NA	5			NA	5	
			subtotal		\$ 30,055.00			
	Year 1 Cost				\$ 30,055.00			\$ 37,205.00
	Year 2 Cost				\$ 36,066.00			\$ 44,646.00
	Year 3 Cost				\$ 43,279.20			\$ 53,575.20
2.0	<u>2.Preventative Maintenance (PM) Annual Breakout</u>							
	<u>Labor, Benefits, Overhead, Indirect Shop Supplies</u>							
				PM3 - Annual Inspection to include Dielectric Test, as required	Annual Gear Inpsection & Certification		PM3 - Annual Inspection to include Dielectric Test, as required	Annual Gear Inpsection & Certification
	Category	Type	QTY	Rate	Rate	Year 1 Extended Cost	Rate	Rate
2.01	STELLAR 10621	Crane	1	\$ 440.00	\$ 360.00	\$ 800.00	\$ 370.00	\$ 525.00
2.02	STELLAR 7621 CRANE	Crane	51	\$ 440.00	\$ 360.00	\$ 40,800.00	\$ 370.00	\$ 525.00
2.03	STELLAR Crane	Crane	1	\$ 440.00	\$ 360.00	\$ 800.00	\$ 370.00	\$ 525.00
2.04	STELLAR EC4000	Crane	1	\$ 440.00	\$ 360.00	\$ 800.00	\$ 370.00	\$ 525.00
	Year 1 Cost		54			\$ 43,200.00		\$ 48,330.00
	Year 2 Cost					\$ 51,840.000		\$ 57,996.00
	Year 3 Cost					\$ 62,208.000		\$ 69,595.20
						\$ 157,248.00		\$ 175,921.20
	TOTAL THREE (3) YEAR COST (TRANSFER THIS AMOUNT TO THE RESPONSE FORM)					\$ 266,648.20		\$ 311,347.40
	Sublet %	8%						

Solicitation Estimate Basis		
\$ 132.00	50	\$ 6,600.00
\$ 132.00	5	\$ 660.00
20.00%	\$10,000	\$ 12,000.00
\$ 132.00	55	\$ 7,260.00
\$ 264.00	5	\$ 1,320.00
\$ 264.00	5	\$ 1,320.00
\$ 225.00	5	\$ 1,320.00
	subtotal	\$ 30,480.00
		\$ 36,576.00
		\$ 43,891.20
		\$ 52,669.44

1	\$ 330.00	\$ 330.00
51	\$ 1,000.00	\$ 51,000.00
1	\$ 1,000.00	\$ 1,000.00
1	\$ 1,000.00	
		\$ 52,330.00
		\$ 62,796.000
		\$ 75,355.200
		\$ 190,481.20

\$ 323,617.84

Award #6 08/17/2023 Supporting Documentation

Aerial Maintenance - Miscellaneous Brands

	Aerial Maintenance - Miscellaneous Brands								
Item #	Company Name:			Altec Industries, Inc.			Ring Power		
1.0	1.Corrective Maintenance (CM) Annual Breakout								
			Rate	Estimated Volume/Value		Year 1 Extended Cost	Rate	Estimated Volume/Value	Year 1 Extended Cost
1.01	Labor, Benefits, Overhead, Indirect Shop Supplies CM Labor Rate per Hour		\$ 157.00	450		\$ 70,650.00	\$ 185.00	450	\$ 83,250.00
1.02	CM Labor Rate per Hour After-Hours (5pm - 7am M-F, S & S, Holidays)		\$ 157.00	45		\$ 7,065.00	\$ 278.00	45	\$ 12,510.00
1.03	Cost Plus % Pricing for Parts (Not to exceed 20%)		20.00%	\$25,000		\$30,000	20.00%	\$25,000	\$ 30,000.00
1.04	Regular Business Road Call Response & Diagnostic Fee (*Fixed Rate per Incident - Exclusive of Maintenance Costs Performed as that is Covered in Above Costs)		\$ 157.00	105		\$ 16,485.00	\$ 235.00	105	\$ 24,675.00
1.05	After-Hours Road Call Response & Diagnostic Fee (*Fixed Rate per Incident - Exclusive of Maintenance Costs Performed as that is Covered in Above Costs) (5pm - 7am M-F, S & S, Holidays)		\$ 157.00	10		\$ 1,570.00	\$ 328.00	10	\$ 3,280.00
1.06	Transportation Services Fee (*Fixed Rate per Occurenece for a One- way charge regardless of pickup or drop off location) Enter Cost Per Event		NA	5			NA	5	
1.07	Towing Service Inbound to Shop * Direct Pass Through * Estimated Amount will be used and included for Contract Value		NA	5			NA	5	
				subtotal		\$ 125,770.00		subtotal	
	Year 1 Cost					\$ 125,770.00			\$ 153,715.00
	Year 2 Cost					\$ 150,924.00			\$ 184,458.00
	Year 3 Cost					\$ 181,108.80			\$ 221,349.60
2.0	2.Preventative Maintenance (PM) Annual Breakout								
	Labor, Benefits, Overhead, Indirect Shop Supplies								
				PM3 - Annual Inspection to include Dielectric Test, as required	Annual Gear Inpsection & Certification		PM3 - Annual Inspection to include Dielectric Test, as required	Annual Gear Inpsection & Certification	
	Category	Type	QTY	Rate		Year 1 Extended Cost	Rate		Year 1 Extended Cost
2.01	Liftmoore 4000x/16	Crane	41	\$ 440.00	\$ 360.00	\$ 32,800.00	\$ 370.00	\$ 525.00	\$ 36,695.00
2.02	UNK 14' Stake Body Liftgate	Crane	1	\$ 440.00	\$ 360.00	\$ 800.00	\$ 370.00	\$ 525.00	\$ 895.00
2.03	UNK TRUCK 1 T' UTILITY 4,000 LBS BOOM 9'	Crane	2	\$ 440.00	\$ 360.00	\$ 1,600.00	\$ 370.00	\$ 525.00	\$ 1,790.00
2.04	UNK CRANE 55'	Crane	1	\$ 440.00	\$ 360.00	\$ 800.00	\$ 8,565.00	\$ 665.00	\$ 9,230.00
2.05	UNK 4.5T 33'	Crane	1	\$ 440.00	\$ 360.00	\$ 800.00	\$ 5,000.00	\$ 665.00	\$ 5,665.00
2.06	UNK 37' DIGGER DERRICK	Derrick	3	\$ 440.00		\$ 1,320.00	\$ 2,054.00		\$ 6,162.00
2.07	UNK TRUCK 3 T BUCKET CUT IN 40'	Bucket	2	\$ 440.00		\$ 880.00	\$ 1,442.00		\$ 2,884.00
	Year 1 Cost		51			\$ 39,000.00			\$ 63,321.00
	Year 2 Cost					\$ 46,800.000			\$ 75,985.20
	Year 3 Cost					\$ 56,160.000			\$ 91,182.24
						\$ 141,960.000	\$ 230,488.440		
TOTAL THREE (3) YEAR COST (TRANSFER THIS AMOUNT TO THE RESPONSE FORM)						\$ 599,762.80	\$ 790,011.04		
Sublet %			8%						

Solicitation Estimate Basis		
\$ 132.00	450	\$ 59,400.00
\$ 132.00	45	\$ 5,940.00
20.00%	\$25,000	\$ 30,000.00
\$ 132.00	105	\$ 13,860.00
\$ 264.00	10	\$ 2,640.00
\$ 264.00	5	\$ 2,640.00
\$ 225.00	5	\$ 2,640.00
	subtotal	\$ 117,120.00
		\$ 140,544.00
		\$ 168,652.80
		\$ 202,383.36

41	\$ 330.00	\$ 13,530.00
1	\$ 330.00	\$ 330.00
2	\$ 330.00	
1	\$ 1,244.50	
1	\$ 330.00	
3	\$ 969.00	\$ 2,907.00
2	\$ 555.75	\$ 1,111.50
		\$ 17,878.50
		\$ 21,454.200
		\$ 25,745.040
		\$ 65,077.740

\$ 576,657.90

Award #6 08/17/2023 Supporting Documentation

APPENDIX B- RESPONSE WORKBOOK,									
JEA Fleet Services Maintenance and Repair AdHoc Services for Aerial Attachments									
Company shall submit pricing in Column B to perform Ad Hoc Services as described in Sections 5.1, 5.2, & 5.3 of Appendix A - Technical Specifications. The estimated one (1) year quantities are to be used as guidelines and are not a guarantee of work.									
Company Name: Altec Industries, Inc.					Company Name: Ring Power				
5.1 Emergency/Storm Support					5.1 Emergency/Storm Support				
Labor, Benefits, Overhead, Indirect Shop Supplies					Labor, Benefits, Overhead, Indirect Shop Supplies				
	<u>Rate</u>	<u>Estimated Volume</u>	<u>Year 1</u>			<u>Rate</u>	<u>Estimated Volume</u>	<u>Year 1</u>	
5.1.1 - Premium Hourly Service Rate (travel time not included)	\$ 262.00	336	\$ 88,032.00		5.1.1 - Premium Hourly Service Rate (travel time not included)	\$ 300.00	336	\$ 100,800.00	
5.2 Emergency/Mutual Aid Support					5.2 Emergency/Mutual Aid Support				
Labor, Benefits, Overhead, Indirect Shop Supplies					Labor, Benefits, Overhead, Indirect Shop Supplies				
	<u>Rate</u>	<u>Estimated Volume</u>	<u>Year 1</u>			<u>Rate</u>	<u>Estimated Volume</u>	<u>Year 1</u>	
5.2.1 - Premium Hourly Service Rate	\$ 262.00	200	\$ 52,400.00		5.2.1 - Premium Hourly Service Rate	\$ 300.00	200	\$ 60,000.00	
5.3 Miscellaneous Technician Support					5.3 Miscellaneous Technician Support				
Labor, Benefits, Overhead, Indirect Shop Supplies					Labor, Benefits, Overhead, Indirect Shop Supplies				
	<u>Rate</u>	<u>Estimated Volume</u>	<u>Year 1</u>			<u>Rate</u>	<u>Estimated Volume</u>	<u>Year 1</u>	
5.3.1 - Hourly Service Rate (travel time not included)	\$ 262.00	50	\$ 13,100.00		5.3.1 - Hourly Service Rate (travel time not included)	\$ 160.00	50	\$ 8,000.00	
TOTAL YEAR 1 COST				\$ 153,532.00	TOTAL YEAR 1 COST				\$ 168,800.00
TOTAL THREE (3) YEAR COST (TRANSFER THIS AMOUNT TO THE RESPONSE FORM)				\$ 585,340.75	TOTAL THREE (3) YEAR COST (TRANSFER THIS AMOUNT TO THE RESPONSE FORM)				\$ 643,550.00

Award #2 Supporting Documents 10/02/2025

1411219446 ITN JEA FLEET SERVICES AERIAL EQUIPMENT MAINTENANCE AND

BPA #215281/JEA11592 Altec Industries Inc.	
Total Committed to Date	\$ 3,379,460.61
Rolling 12 Mon. Avg. Spend	\$ 135,691.87
Current NTE	\$ 3,890,286.91
Committed to Date	\$ 3,379,460.61
Current CAP Overage	\$ (510,826.30)
Forecast Spend thru 07/2026	\$ 1,641,871.60
CAP Increase	\$ 1,131,045.30
Transfer of Funds from Ring Power BPA #215464	\$ 1,200,000.00
New NTE thru 07/2026	\$ 5,090,286.91

BPA #215464/JEA11593 Ring Power Corporation	
Total Committed to Date	\$ 166,473.11
Rolling 12 Mon. Avg. Spend	\$ 6,552.66
Current NTE	\$ 1,667,265.82
Committed to Date	\$ 166,473.11
Current CAP Overage	\$ (1,500,792.71)
Forecast Spend thru 07/2026	\$ 72,079.27
CAP Increase	\$ (1,428,713.44)
Transfer of Funds to Altec BPA #215281	\$ (1,200,000.00)
New NTE thru 07/2026	\$ 467,265.82

Sum of Amount	Column Labels												Grand Total
Row Labels	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
ALTEC INDUSTRIES INC	\$ 321,361.70	\$ 283,263.25	\$ 276,168.45	\$ 265,656.75	\$ 250,405.10	\$ 328,042.56	\$ 201,213.93	\$ 271,774.35	\$ 204,647.00	\$ 367,225.83	\$ 299,858.17	\$ 309,843.52	\$ 3,379,460.61
2023													
2024	\$ 178,337.74	\$ 141,879.83	\$ 165,470.98	\$ 143,332.09	\$ 111,282.26	\$ 124,621.37	\$ 120,048.39	\$ 151,104.91	\$ 109,895.88	\$ 170,634.11	\$ 165,911.48	\$ 183,783.92	\$ 545,027.57
2025	\$ 143,023.96	\$ 141,383.42	\$ 110,697.47	\$ 122,324.66	\$ 139,122.84	\$ 203,421.19	\$ 81,165.54	\$ 120,669.44	\$ 70,053.06	\$ 196,591.72	\$ 133,946.69	\$ 126,059.60	\$ 1,702,571.46
Grand Total	\$ 321,361.70	\$ 283,263.25	\$ 276,168.45	\$ 265,656.75	\$ 250,405.10	\$ 328,042.56	\$ 201,213.93	\$ 271,774.35	\$ 204,647.00	\$ 367,225.83	\$ 299,858.17	\$ 309,843.52	\$ 3,379,460.61

Total Committed to Date	\$ 3,379,460.61
Rolling 12 Mon. Avg. Spend	\$ 135,691.87
Current NTE	\$ 3,890,286.91
Committed to Date	\$ 3,379,460.61
Current CAP Overage	\$ (510,826.30)
Forecast Spend thru 07/2026	\$ 1,641,871.60
CAP Increase	\$ 1,131,045.30
New NTE thru 07/2026	\$ 5,021,332.21

Sum of Amount Row Labels	Column Labels Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Grand Total
RING POWER CORPORATION	\$ 10,944.84	\$ 9,258.54	\$ 13,809.58	\$ 13,497.98	\$ 17,297.48	\$ 7,024.20	\$ 26,863.19	\$ 6,875.63	\$ 4,540.62	\$ 29,730.70	\$ 5,582.47	\$ 21,047.88	\$ 166,473.11
2023									\$ 770.24	\$ 12,685.40	\$ 3,215.94	\$ 3,632.38	\$ 20,303.96
2024	\$ 7,782.47		\$ 8,984.90	\$ 2,262.06	\$ 16,254.11	\$ 2,020.00	\$ 24,793.45	\$ 3,718.05	\$ 2,048.20	\$ 17,045.30	\$ 2,366.53	\$ 17,415.50	\$ 104,690.57
2025	\$ 3,162.37	\$ 9,258.54	\$ 4,824.68	\$ 11,235.92	\$ 1,043.37	\$ 5,004.20	\$ 2,069.74	\$ 3,157.58	\$ 1,722.18				\$ 41,478.58
Grand Total	\$ 10,944.84	\$ 9,258.54	\$ 13,809.58	\$ 13,497.98	\$ 17,297.48	\$ 7,024.20	\$ 26,863.19	\$ 6,875.63	\$ 4,540.62	\$ 29,730.70	\$ 5,582.47	\$ 21,047.88	\$ 166,473.11

Total Committed to Date	\$ 166,473.11
Rolling 12 Mon. Avg. Spend	\$ 6,552.66
Current NTE	\$ 1,667,265.82
Committed to Date	\$ 166,473.11
Current CAP Overage	\$ (1,500,792.71)
Forecast Spend thru 07/2026	\$ 72,079.27
CAP Increase	\$ (1,428,713.44)
New NTE thru 07/2026	\$ 238,552.38