

PORT ST. LUCIE CITY COUNCIL  
AGENDA ITEM REQUEST

COUNCIL ITEM 131  
DATE 5/14/12

Meeting Date: May 14, 2012

Public Hearing  Ordinance  Resolution  Motion

Item: Contract #20002464, Renewal, Alpha General Services, Inc

Recommended Action:

Approval to renew the Contract with Alpha General Services, Inc. in accordance with SECTION XXI RENEWAL OPTION, to provide the identical services required in this contract for an additional two (2) year period of time. The contract renewal expenditure is \$210,000.00 per year. Contract period will be extended from 5/30/12 through 5/29/14.

Exhibits: Department memo attached  yes  no

Copy of Contract Renewal Form.

Summary Explanation/Background Information:

The need for the above is: Continue to purchase S.T.E.P. tanks and associated items needed by the Utilities Department. Due to price increases in raw materials and fuels costs Alpha General Services is requesting a price increase on four (4) of the items used by the Utilities Department. The Utilities Department has reviewed this request along with supporting documentation and agrees that the requested price increase is fair and reasonable. The four (4) items are the control panel, mercury floats, S.T.E.P. tanks complete with control panel and the S.T.E.P. tank only. The Utilities Department recommends approval of the renewal with a price increase on the four (4) items.

Purchase is not a replacement. Purchase was budgeted.

Estimated Expenditure: \$210,000.00 per year for two (2) year period.

Department requests expenditure from the following:

Fund	431	Utility Fund
Cost Center	00000	
Object Code	141002	Inventory
Project	00000	

Director of OMB concurs with award: 

City Manager concurs with award: 

Submitted by: Jesus Merejo

Title: Utility Director

Date Submitted: 4/25/2012

## CONTRACT RENEWAL FORM

Date: March 26, 2012  
Contract # 20002464 Renewal  
Contract Title: S.T.E.P. Tanks and Associated Items  
Contractor's Name: Alpha General Services, Inc.  
Current Expiration: 05/30/2012  
Revised Expiration: 05/29/2014

The above contract is hereby renewed pursuant to Section XXI until the revised expiration date indicated above. This Contract Renewal is contingent upon an annual appropriation by the City Council. The Contractor agrees that, in the event such appropriation is not forthcoming, the City may terminate this Contract Renewal and that no charges, penalties or other costs shall be assessed.

As a result of the Contractor's acceptance to provide the "Renewal Option" as specified in the original contract, the following modifications to the original contract will become effective May 30, 2012.

1. The contract is extended to include the period 05-30-2012 through 05-29-2014; (a two-year renewal).
2. Prices applicable to the above period will remain at the same pricing as quoted on June 12, 2008 except for the four (4) items listed below:
  - a. See the attached "Schedule A".
  - b. Four (4) items with price adjustments: Item #417 - \$306.00; Item #5141 - \$27.00; Item #5745 - \$1,129.99; and Item #5747 - \$824.00.
3. All other terms and conditions of the original contract and/or Addenda apply.

*Balance of page left intentionally blank*

IN WITNESS WHEREOF, the parties have executed this contract at Port St. Lucie Florida, the day and year first above written.

CITY OF PORT ST. LUCIE FLORIDA

By: \_\_\_\_\_  
City Manager

ATTEST:

By: \_\_\_\_\_  
City Clerk

By: \_\_\_\_\_  
Authorized Representative of Alpha General Services, Inc.

State of: \_\_\_\_\_

County of: \_\_\_\_\_

Before me personally appeared: \_\_\_\_\_  
(please print)

Please check one:

Personally known \_\_\_\_\_

Produced Identification: \_\_\_\_\_  
(type of identification)

Identification No. \_\_\_\_\_

known to me to be the person described in and who executed the foregoing instrument, and acknowledged to and before me that \_\_\_\_\_ executed said instrument for the purposes therein expressed.  
(he/she)

WITNESS my hand and official seal, this \_\_\_\_\_ day of \_\_\_\_\_, 2012.

\_\_\_\_\_  
Notary Signature

Notary Public-State of \_\_\_\_\_ at Large

My Commission Expires \_\_\_\_\_

(seal)

## SCHEDULE "A"

Item Number	Item Description	Unit Of Measure	Price
208	ALARM PEIZO FOR CONTROL PANEL - BELL AUDIOLARM ( B03-56 )	Ea	\$ 16.50
417	CONTROL PANEL W/ALARM.S.T.E.P. SYS ( S01-C02 )	Ea	\$ 306.00
1043	CHAMBER INSERT-FIBERGLASS LID - FOR S.T.E.P. SYS. ( YD-93 )	Ea	\$ 267.00
1045	LID FLAT 30IN FOR STEP TANK - BOLT KIT AND GASKET ( YD-91 )	Ea	\$ 69.00
1582	SWITCH SILENCE PUSH BUTTON - 9723 ( B03-49 )	Ea	\$ 7.00
1703	GROMMET 4IN ADAPT-A-FLEX - FOR SCH 40 PIPE ( S12-C08 )	Ea	\$ 7.00
5137	CONTROL PANEL - NEW SEWER - ISSUE WITH 5745 STEP TANK ( S04-D18 )	Ea	\$ 0.01
5141	FLOAT MERCURY.30FT CORD 2900-B1S4-30 N/O.( S14-E01 )	Ea	\$ 27.00
5609	EXTENSION TOWER 24IN S.T.E.P. TANK 9IN RISER.( YD-90 )	Ea	\$ 34.00
5683	EXTENSION TOWER 25.5 INCH S.T.E.P. TANK 9IN RISER ( YD-92 )	Ea	\$ 34.00
5745	BASIN FOR S.T.E.P. SYSTEM 36x48 - COMPLETE UNIT (3515) ( YDT-06 )	Ea	\$ 1,129.99
5746	GROMMET 3IN ADAPT-A-FLEX (S12-C07 )	Ea	\$ 6.00
5747	BASIN ONLY 36x48 S.T.E.P. SYSTEM - PLUMBING LESS PANEL ( YDT-07 )	Ea	\$ 824.00
5989	GASKET FOR GRINDER / S.T.E.P. TANKS (S04-A15) ISSUE 10 FOOT LENGTHS	Ft	\$ 0.40
6088	PUMP CHAMPION MODEL #CPW5-13 (S01-D01)	Ea	\$ 263.00

### ITEMS TO ADD TO ALPHA CONTRACT

2" RISER FOR S.T.E.P. TANK	Ea	\$ 77.00
3" RISER FOR S.T.E.P. TANK	Ea	\$ 77.00
4" RISER FOR S.T.E.P. TANK	Ea	\$ 90.00
5" RISER FOR S.T.E.P. TANK	Ea	\$ 103.00
6" RISER FOR S.T.E.P. TANK	Ea	\$ 116.00

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## INTEROFFICE MEMORANDUM

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To: Cheryl Shanaberger, OMB Deputy Director  
Thru: Jesus Merejo, Utility Director   
From: Daniel M. Segui, Deputy Utility Director   
Subject: Alpha General Services, Inc.- Contract #20002464  
Date: April 19, 2012

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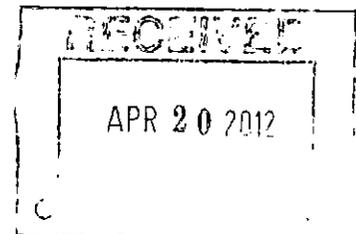
I have reviewed the request by Alpha General Services, Inc. for a price increase above our existing contract. The price increase is acceptable considering the raw material and fuel increase experienced over the past few years.

I am requesting the processing of the contract extension for an additional two-year period. Funds are available in 431-0000-141002.

Your assistance in forwarding this item for the City Council's consideration will be appreciated.

DMS/lr

copy: Robyn, Holder, Contract Specialist, OMB  
Brad Macek, Assistant Director  
Jeanette Thompson, Manager/Budget and Procurement  
Nick Grande, Superintendent/D&C





**MFG. INC.**

9/9/11

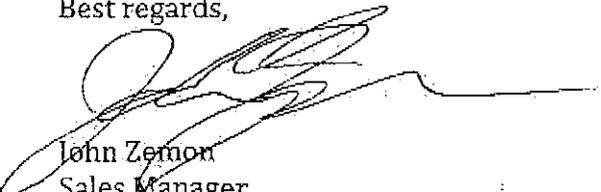
Dear Valued Customer,

As many of you have become increasingly aware, the industry has seen exponential cost increases for raw materials over the past couple years, with major increases across the board in 2011 alone. Although we have tried to absorb these new costs, we unfortunately must pass along some of them to our customers as we head into the second half of the year.

Our new pricing began September 1, 2011 and is available on our website at [www.conerymfg.com](http://www.conerymfg.com). Many of these prices will not directly affect you since much of your prices are specially assigned to your account. Included with this letter is a breakdown of all your specially priced items, effective Monday, September 19th, 2011. If you would like the price list emailed to you, please call us at 419.289.1444 with your email address or email us at [info@conerymfg.com](mailto:info@conerymfg.com) to be added to our list.

We sincerely appreciate your business and understand the difficulties that any cost increase poses. As you review the new pricing please do not hesitate to contact us with any questions or concerns that you may have.

Best regards,



John Zemon  
Sales Manager  
Conery Manufacturing, Inc.

1380 Enterprise Parkway / Ashland, Ohio 44805

Phone: 419-289-1444 / Fax: 419-281-0366 / [www.conerymfg.com](http://www.conerymfg.com)

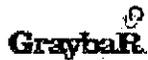
**Richard LaPadula**

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**From:** Philpot, Vic [Victor.Philpot@graybar.com]  
**Sent:** Friday, July 22, 2011 11:15 AM  
**To:** Richard LaPadula  
**Subject:** FW: Alpha General Price Increase

Hey Richard, Square D will have another price increase Aug 1st. I tried to get you exempt from this one but was turned down, see below.

**Vic Philpot** | 2100 Crystal Grove Drive | Lakeland, FL 33801 | Office (863) 665-6822 | [victor.philpot@graybar.com](mailto:victor.philpot@graybar.com)  
[www.graybar.com](http://www.graybar.com) - Works to Your Advantage



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**From:** Mike.Johnson@schneider-electric.com [mailto:Mike.Johnson@schneider-electric.com]  
**Sent:** Friday, July 22, 2011 11:00 AM  
**To:** Philpot, Vic  
**Subject:** Alpha General Price Increase

Vic, there are no exemptions for the Aug 1st price increase. Every single OEM customer in the state of Florida is getting the increase, there are no exceptions on this one.

Sony, raw material increases are killing all of the manufacturers. T&B announced 3 increases so far and have already projected a 4th before the end of the year. Average increase for Alpha General and all OEM customers will be 4%. Tell Richard I said Hi.

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**Mike Johnson** | Schneider Electric | Industry Business | United States | OEM BDS Southeast  
**Phone:** +1-813-862-6803 | **Mobile:** +1-813-390-4211  
**Email:** [mike.johnson@schneider-electric.com](mailto:mike.johnson@schneider-electric.com) | **Site:** [www.schneider-electric.us](http://www.schneider-electric.us) | **Address:** 5110 Eisenhower Blvd, Tampa, FL 33634  
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**Richard LaPadula**

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**From:** Chris.Noonan@compositesone.com  
**Sent:** Tuesday, March 06, 2012 5:51 PM  
**To:** richard@alphageneral.com  
**Subject:** Composites One LLC Notification for Richard Lapadula of Alpha General Services Inc (6005100)



Resin\_Gel\_Increase  
\_Summary\_Mar...

Composites One has received price increase announcements from the major resin and gel coat suppliers regarding price increases beginning March 5, 2012. The volatility of key raw materials such as styrene monomer, glycols, titanium dioxide, and maleic and phthalic anhydrides, make this announcement necessary. Limited supply of some raw materials is also impacting costs.

Composites One will increase prices for these products as stated on the attached summary page. The summary page includes product types affected, increase amounts and the effective dates.

If you have questions regarding this announcement, please contact your local Composites One distribution center or your Composites One sales representative.

Composites One is committed to working with suppliers to minimize the impact of these price changes while continuing to provide you with quality products and services. We appreciate the understanding of our customers during this time.

Thank you for your business.

Sincerely,  
Sam Swenson  
Regional Sales Manager

**Richard LaPadula**

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**From:** Chris.Noonan@compositesone.com  
**Sent:** Thursday, February 02, 2012 5:55 PM  
**To:** richard@alphageneral.com  
**Subject:** Composites One LLC Notification for Richard Lapadula of Alpha General Services Inc (6005100)

The suppliers of acetone have announced a \$0.15 per pound price increase effective February 1, 2012. This announcement is in response to the rising raw material costs and supply/demand dynamics for acetone.

Composites One will increase prices for acetone, all package sizes, with orders shipping on and after February 8, 2012. If you have questions regarding this announcement please contact your local Composites One Distribution Center or Sales Representative.

We thank you for the continued confidence you have placed with us as your supplier, and look forward to our continued productive business relationship.

Sincerely,  
Sam Swenson  
Regional Sales Manager

**Richard LaPadula**

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**From:** Chris.Noonan@compositesone.com  
**Sent:** Friday, January 27, 2012 5:56 PM  
**To:** richard@alphageneral.com  
**Subject:** Composites One LLC Notification for Richard LaPadula of Alpha General Services Inc (6005100)



ResGelFeb2012.pdf

Composites One has received price increase announcements from the major resin and gel coat suppliers regarding price changes beginning February 11, 2012. The announcements are the result of escalating costs for key raw materials coupled with increased global demand.

Composites One will increase prices for these products as stated on the attached summary page. The summary page includes product types affected, increase amounts and the effective dates.

If you have questions regarding this announcement, please contact your local Composites One distribution center or your Composites One sales representative.

Composites One is committed to working with suppliers to minimize the impact of these price changes while continuing to provide you with quality products and services. We appreciate the understanding of our customers during this time.

Thank you for your business.

Sincerely,  
Sam Swenson  
Regional Sales Manager

**Richard LaPadula**

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**From:** Chris Noonan@compositesone.com  
**Sent:** Friday, December 09, 2011 6:01 PM  
**To:** richard@alphageneral.com  
**Subject:** Composites One LLC Notification for Richard Lapadula of Alpha General Services Inc (6005100)

DuPont Personal Protection has announced a January 1, 2012 price increase for most products. The product types and increase amounts are as follows.

Tyvek, Tychem, ProShield, NextGen, Temprow - 3%  
ThermoPro NFPA certified products - 10%  
Tyvek IsoClean, ProClean, Micro-Clean - 4%  
SureStep and General Purpose Products - 4%

Composites One will increase prices for DuPont Personal Protection products with orders shipping on and after January 2, 2012. If you have questions regarding this announcement please contact your local Composites One Distribution Center or Sales Representative.

We thank you for the continued confidence you have placed with us as your supplier, and look forward to our continued productive business relationship.

Sincerely,  
Sam Swenson  
Regional Sales Manager

**Richard LaPadula**

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**From:** Chris.Noonan@compositesone.com  
**Sent:** Friday, September 16, 2011 5:16 PM  
**To:** richard@alphageneral.com  
**Subject:** Composites One LLC Notification for Richard Lapadula of Alpha General Services Inc (6005100)



Chem-Trend Item  
List Oct2011.ppt

Chem-Trend has announced a price increase, effective October 1, for select products. This price change is the result of cost increases related to raw materials. The products affected include but are not limited to the items on the attached document.

Composites One will increase prices for these select Chem-Trend products with orders shipping after October 15, 2011. If you have questions regarding this announcement please contact your local Composites One Distribution Center or Sales Representative.

We thank you for the continued confidence you have placed with us as your supplier, and look forward to our continued productive business relationship.

Sincerely,  
Sam Swenson  
Regional Sales Manager

**Richard LaPadula**

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**From:** Chris.Noonan@compositesone.com  
**Sent:** Monday, July 25, 2011 5:01 PM  
**To:** richard@alphageneral.com  
**Subject:** Composites One LLC Notification for Richard Lapadula of Alpha General Services Inc (6005100)



Gibson-Jushi\_PI\_Ltr  
\_Aug2011.pd..

Gibson Fiberglass/Jushi USA has announced a 6% price increase for fiberglass reinforcements effective July 1, 2011. The announcement is the result of increasing energy costs, affecting manufacturing and freight, and rising labor costs. Products affected include but are not limited to the following:

- Direct & Multi-end roving products
- SMC Roving
- Chopped Strands for BMC & Thermoplastics
- Chopped Strand Mats
- Woven Roving
- All Other Rolled Goods

Composites One will increase prices for Gibson Fiberglass/Jushi USA products with orders shipping on and after August 15, 2011.

Composites One is committed to working with suppliers to minimize the impact of these price changes while continuing to provide you with quality products and services. We appreciate the understanding of our customers during this time.

Please contact us if you have questions regarding this letter.

Thank you for your continued business.

Sincerely,  
Sam Swenson  
Regional Sales Manager

**Richard LaPadula**

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**From:** Chris.Noonan@compositesone.com  
**Sent:** Thursday, June 30, 2011 9:05 AM  
**To:** richard@alphageneral.com  
**Subject:** Composites One LLC Notification for Richard Lapadula of Alpha General Services Inc (6005100)



CCP\_PI\_Ltr\_July20  
11.pdf

Cook Composites and Polymers (CCP) has announced a \$0.07/lb. price increase for unsaturated polyester and vinyl ester resins and gel coats. The announcement was to be effective June 29, 2011, but CCP has since delayed the effective date to July 11, 2011. Rising raw material costs, availability, and increasing freight costs make this announcement necessary. The attached letter from CCP further explains this action.

Composites One will increase prices for these CCP unsaturated polyester and vinyl ester resins and gel coats with orders shipping on and after July 11, 2011.

If you have questions regarding this announcement, please contact your local Composites One distribution center or your Composites One sales representative.

Composites One is committed to working with suppliers to minimize the impact of these price changes while continuing to provide you with quality products and services. We appreciate the understanding of our customers during this time.

Thank you for your business.

Sincerely,  
Sam Swenson  
Regional Sales Manager

**Richard LaPadula**

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**From:** Chris.Noonan@compositesone.com  
**Sent:** Tuesday, June 28, 2011 6:22:PM  
**To:** richard@alphageneral.com  
**Subject:** Composites One LLC Notification for Richard LaPadula of Alpha General Services Inc. (6005100)



ATC\_PL\_Ltr\_July20  
11.pdf

ATC Formulated Polymers has announced a 4% price increase effective July 1, 2011. Ongoing increases in resin, raw materials, packaging, and freight costs make this announcement necessary.

Composites One will increase prices for all ATC products with orders shipping on and after July 1, 2011.

Composites One is committed to working with suppliers to minimize the impact of these price changes while continuing to provide you with quality products and services. We appreciate the understanding of our customers during this time.

Please contact us if you have any questions regarding this announcement.

Thank you for your business.

Sincerely,  
Sam Swenson  
Regional Sales Manager

**Richard LaPadula**

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**From:** Chris.Noonan@compositesone.com  
**Sent:** Monday, June 27, 2011 6:35 PM  
**To:** richard@alphageneral.com  
**Subject:** Composites One LLC Notification for Richard Lapadula of Alpha General Services Inc (6005100)



Reichhold\_PI\_Ltr\_1  
uly2011.pdf

Reichhold, Inc. has announced a price increase effective July 5, 2011, on all products. Escalating raw material prices, limited supplies of some raw materials and rising freight and energy costs make this announcement necessary.

Unsaturated Polyester Resins - \$0.05/lb.  
Vinyl Ester & Modified Vinyl Ester Resins - \$0.07/lb.  
Flame Retardant Resins - \$0.75/lb.

Composites One will increase prices for all Reichhold, Inc. products with orders shipping on and after July 5, 2011.

If you have questions regarding this announcement, please contact your local Composites One distribution center or your Composites One sales representative.

Composites One is committed to working with suppliers to minimize the impact of these price changes while continuing to provide you with quality products and services. We appreciate the understanding of our customers during this time.

Thank you for your business.

Sincerely,  
Sam Swenson  
Regional Sales Manager

**Richard LaPadula**

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**From:** Chris.Noonan@compositesone.com  
**Sent:** Friday, June 17, 2011 3:25 PM  
**To:** richard@alphageneral.com  
**Subject:** Composites One LLC Notification for Richard Lapadula of Alpha General Services Inc (6005100)

As the result of current market conditions, Pergan Marshal, LLC has announced a \$0.72 per pound price increase effective immediately for Hi Point 90 LP catalyst. Methyl ethyl ketone (MEK) continues to be extremely tight due to the market situation around the globe. Announced allocations by several suppliers have caused the price of MEK to increase drastically.

Composites One will increase prices for Pergan for Hi Point 90 LP with orders shipping on and after July 1, 2011.

Please contact us if you have questions regarding this letter.

Thank you for your business.

Sincerely,  
Sam Swenson  
Regional Sales Manager

**Richard LaPadula**

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**From:** Chris.Noonan@compositesone.com  
**Sent:** Friday, May 20, 2011 6:57 PM  
**To:** richard@alphageneral.com  
**Subject:** Composites One LLC Notification for Richard Lapadula of Alpha General Services Inc (6005100)

DuPont Protective Technologies has announced a 3% price increase for all protective clothing effective June 1, 2011. This announcement is the result of cost increases for raw materials and manufacturing.

Composites One will increase prices for all DuPont Technologies protective apparel with orders shipping on and after June 20, 2011.

Please contact us if you have questions regarding this letter.

We appreciate and thank you for your business.

Sincerely,  
Sam Swenson  
Regional Sales Manager

**Richard LaPadula**

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**From:** Chris.Noonan@compositesone.com  
**Sent:** Friday, May 06, 2011 8:03 AM  
**To:** richard@alphageneral.com  
**Subject:** Composites One LLC Notification for Richard Lapadula of Alpha General Services Inc (6005100)



Resin\_Gel\_External  
\_May2011.pdf...

Composites One has received price increase announcements from the major resin and gel coat suppliers regarding price increases beginning May 14, 2011. Escalating costs for raw materials, energy and transportation coupled with tightness in supply make these announcements necessary.

Composites One will increase prices for these products as stated on the attached summary page. The summary page includes product types affected, increase amounts and the effective dates.

If you have questions regarding this announcement, please contact your local Composites One distribution center or your Composites One sales representative.

Composites One is committed to working with suppliers to minimize the impact of these price changes while continuing to provide you with quality products and services. We appreciate the understanding of our customers during this time.

Thank you for your business.

Sincerely,  
Sam Swenson  
Regional Sales Manager

**Richard LaPadula**

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**From:** Chris Noonan@compositesone.com  
**Sent:** Thursday, May 05, 2011 6:30 PM  
**To:** richard@alphageneral.com  
**Subject:** Composites One LLC Notification for Richard LaPadula of Alpha General Services Inc (8005100)

Major suppliers of acetone have notified Composites One of a \$0.17/lb price increase effective May 15, 2011. Rising feedstock cost and tight supply make this announcement necessary. The increase will affect all packages.

Composites One will increase prices for acetone with orders shipping after May 15, 2011.

Composites One is committed to working with suppliers to minimize the impact of these price changes while continuing to provide you with quality products and services. We appreciate the understanding of our customers during this time.

Please contact us if you have questions regarding this announcement.

Thank you for your business.

Sincerely,  
Sam Swenson  
Regional Sales Manager

**Richard LaPadula**

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**From:** Chris.Noonan@compositesone.com  
**Sent:** Tuesday, April 19, 2011 6:31 PM  
**To:** richard@alphageneral.com  
**Subject:** Composites One LLC Notification for Richard Lapadula of Alpha General Services Inc (6005100)



Catalyst\_PI\_Ltr\_Ma  
y2011.pdf

Composites One has received price increase announcements from the major suppliers of initiators beginning May 1, 2011. Significant cost increases for raw materials, packaging and energy can no longer be absorbed and must be passed on. The attached letters from these suppliers contain additional information.

Arkema - 5% to 10% - effective May 1, 2011  
AkzoNobel - \$0.25/lb to \$0.95/lb - effective May 2, 2011  
Pergan Marshall - 20% - effective May 1, 2011  
Syrgis Performance Initiators - 15% - effective May 3, 2011

If you have questions regarding this announcement, please contact your local Composites One distribution center or your Composites One sales representative.

Composites One is committed to working with suppliers to minimize the impact of these price changes while continuing to provide you with quality products and services. We appreciate the understanding of our customers during this time.

Thank you for your business.

Sincerely,  
Sam Swenson  
Regional Sales Manager

**Richard LaPadula**

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**From:** Chris.Noonan@compositesone.com  
**Sent:** Friday, April 08, 2011 5:31 PM  
**To:** richard@alphageneral.com  
**Subject:** Composites One LLC Notification for Richard Lapadula of Alpha General Services Inc. (6005100)

Our suppliers of acetone have notified us of a \$0.08/lb price increase effective April 15, 2011. This announcement is in response to escalating feedstock prices.

Composites One will increase prices for acetone with orders shipping on and after April 15, 2011. The increase will affect all packages.

Please contact us if you have questions regarding this announcement.

We appreciate and thank you for your business.

Sincerely,  
Sam Swenson  
Regional Sales Manager