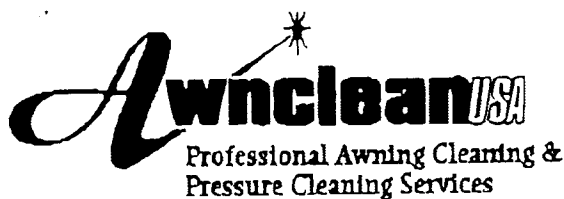


24. Approve Price Increase for A/B-3024-01/JVP – Aerator Services and Pressure Cleaning for the Water and Sewer Division, with AwnClean U.S.A., Inc., Tampa.

A/B-3024-01/JVP provides for pressure cleaning, re-screening of aerators and miscellaneous services for the Water and Wastewater Facilities. Due to changes in the scope of services related to the precautions of the security scrutiny established by the County, AwnClean U.S.A., Inc. has requested a price increase in the unit cost of the cleaning services of the aerators. The price increase reflects changes in the escort, access ladders cut-off, locked enclosure of aerators, and related services and consists of \$50.00 increase each (from \$195.00 to \$245.00 each). The County entered into a contract with AwnClean U.S.A., Inc. in 2001 and since then, the Contractor has maintained the original prices. The proposed prices were found to be fair and reasonable and in line with other municipalities. The estimated annual usage of this agreement is not-to-exceed \$100,000 and this amount is not anticipated to be affected by the increase.

Authorization for performance of services by the Contractor under this agreement shall be in the form of written Purchase Orders issued and executed by the County on an as-needed basis.

Environmental Services/Water and Sewer and Fiscal Services/Purchasing and Contracts Division recommend the Board to approve the increase and authorize the Purchasing and Contracts Office to notify Contractor of such action.



A/B-3024

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November 11, 2003

Seminole County Environmental Service Water Department
3300 Dike Road
Winterpark, FL 32792

A/B 3024/JOP

Attn: Richard Gerling, Assistant Ops Supervisor

RE: PO # 20040027 Renewal, Price increase for Aerator (Pressure Washing) Services

Dear Mr. Gerling,

Per the specifications of PO # 20040027; Awnclean has been contracted to pressure wash aerators, pressure wash exterior tanks, rescreen water tanks and pressure clean interior of tanks. Due to significant changes in the scope caused by 9/11 security measures, we are requesting a price increase in the unit cost of cleaning the aerators (only).

These services initially required only Seminole County personnel to let us onsite and a key to unlock the gates/ladders to let us up on the tanks. This gave us the flexibility to perform our job in an efficient and timely manner. However, since September 11, 2001; drastic security changes have been made at all water facilities:

- 1) Escorts - Now upon arrival one must be identified and let in, then escorted to a specific job site. Upon completion, the crews must be escorted off the job site. If the escort is late or does not show up as has happened, valuable time is lost and work not completed. Additionally, scheduling is more difficult as escorts must be made available pulling them off other projects. On several occasions, work has had to be rescheduled or finished on a separate day because of complications with obtaining or keeping our escorts.
- 2) Access Ladders Cut Off - All access ladders to the top of the tanks have been cut off and are stored in a separate, locked building at the facility. Once at the job site one must have onsite personnel give you either the missing part of an aerator ladder or the crew must get a key to access the locked storage room, get the ladder and bring it to the work site. The ladder then must be assembled for tank access.
- 3) Additional Locked Enclosure of Aerators - New, locked, aluminum enclosures have been added, enclosing the screened-in aerators. Now keys must be provided to open up these barriers. Not only does this delay work but it also increases the difficulty of working within the confined area.

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These changes in security procedures have substantially increased our time at the job site, our time on each service on the job site, and the difficulty of actually scheduling and doing the job. This has increased our personnel / labor costs and our scheduling costs for the time in additional work and lost time. We estimate that on average, we can do one less aerator per work day, due to the additional time requirements. We are requesting a unit cost increase for Aerator cleaning from \$195.00 each to \$245.00 each to cover our additional costs incurred with each cleaning.

Per Bid specification, I have enclosed escalation/de-escalation clause, which we think is appropriate per our request for additional funds:

ESCALATION/DE-ESCALATION

The County acknowledges that prices may fluctuate from time to time. Accordingly an escalator/de-escalator clause will be accepted only under the following conditions:

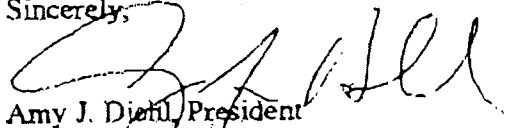
1. Price increase(s) and price decrease(s) comparable to documented manufacturer's price changes or changes in industry-related indices.
2. Receipt of proper notification, to Purchasing, in writing, of all items affected by price increases/decreases.
3. Where all prices shall have remained firm a minimum of 90 calendar days after effective date of contract.
4. All price increases(s) and decreases(s) to be approved by the County's Purchasing Manager.

The contractor shall be awarded with options to renew the contract for additional periods. Options for renewal will only be exercised upon mutual written agreement and with all original terms, conditions and unit prices adhered to with no deviations unless approved by Seminole County. Any renewal will be subject to appropriation of funds by the Board of County Commissioners.

We appreciate your review of our request. In an effort to be fair and cost effective, we've kept the price increase to the minimum amount possible to cover our additional expenditures on this work due to the changes in scope.

Please feel free to give me a call if you have any questions at all. My number is 800-458-6588. We appreciate your business and look forward to working together for years to come.

Sincerely,



Amy J. Dietl, President
AwnClean U.S.A., Inc.

Cc: Jacqui Perry