



File#: 12502017 Opening Date: 07/08/25

Procurement Evaluation Form

Procurement Title: Request for Proposals for Turblex Blowers Class II Maintenance Service

Advertisement Date: 5/30/2025

Opening Date: 7/8/2025

Bid/Proposal Expiration Date: 11/5/2025

Number of Building Exchanges Notified: 6

Number of prospective bidders/proposers: 14

Format of bids received: Electronic

	<u>Bidders/Proposers</u>	<u>Amount</u>
1	BCV Systems, LLC 1815A E. Seminole St. Springfield, Missouri 65804	\$178,050.00
2	Howden USA Company 2475 George Urban Blvd. Depew, New York 14043	\$112,000.00
3	Lone Star Blower 8883 West Monroe RD Houston, Texas 77006	\$154,950.00

Additional Information	Applicable	Not Applicable	Comments
Project Labor Agreement (PLA)	☐	☒	
Local Preference	☐	☒	
Non-Responsive Findings	☐	☒	
Special Contract Terms (i.e., RC)	☐	☒	
Min/Max Terms	☐	☒	
DBE Requirements	☐	☒	



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Request for Proposals Evaluation Committee Report for Turblex Blowers Class II Maintenance Service

COMMITTEE MEMBERS:

JOSHUA MERTEN – Engineer 1, Utilities, Planning, and Engineering Division, Department of Public Utilities

JOSEPH DE GEORGE – Project Manager, Utilities, Planning, and Engineering Division, Department of Public Utilities

TIMOTHY TOMPSETT – Wastewater Manager, Wastewater Division, Department of Public Utilities

ANDREW HECKMAN – Water/Wastewater Manager, Wastewater Division, Department of Public Utilities

AAYAAT AHMED – Engineer I, Utilities, Planning, and Engineering Division, Department of Public Utilities

FACILITATORS:

SANDRA GAMEZ – Procurement Supervisor, Purchasing Division, General Services Department

SEAN MIRANDA – Procurement Specialist, Purchasing Division, General Services Department

BACKGROUND:

The purpose of this Request for Proposals (RFP) is to solicit qualified proposals from experienced and reputable service providers for the inspection, maintenance, repair, and technical support of Turblex Blowers Class II, used in wastewater treatment operations. These blowers are critical components of the facility's aeration system, and their optimal performance is essential to maintaining regulatory compliance, energy efficiency, and operational reliability.

The City advertised the RFP on Planet Bids on May 30, 2025.

There were 2,347 potential proposers automatically notified by Planet Bids, 15 of which downloaded the RFP documents. At the conclusion of the RFP opening, 3 proposers submitted proposals as follows:

1. BCV Systems, LLC
2. Howden USA Company
3. Lone Star Blower

SIGNIFICANT EVENTS:

RFP Release: May 30, 2025

Opening: July 8, 2025

First Committee Meeting: August 19, 2025

Second Committee Meeting: September 5, 2025

Proposer Interviews: October 2, 2025

Final Committee Meeting and Proposer Selection: October 2, 2025



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EVALUATION CRITERIA AS LISTED IN THE RFP:

1. **Cost** as shown on the Cost Proposal Worksheet.
2. **Ability** to meet the stated service requirements.
3. **Past Performance and Experience** based on references and experience.
4. **Conformance** to the terms and conditions of the RFP.
5. **Other** related information.

EVALUATION COMMITTEE NOTES:

BCV Systems, LLC

While BCV Systems, LLC submitted a proposal for the Turblex Blowers Class II maintenance services, their submission presented concerns that ultimately led to their non-selection. Initially, the proposal lacked clarity, particularly in the pricing structure, which required follow-up from City staff to obtain a complete understanding. Upon clarification, it became evident that the vendor anticipated City personnel would assist in performing the maintenance work, a condition that directly conflicts with the RFP specifications, which require the service provider to be fully self-sufficient. When asked to revise their pricing to reflect full vendor responsibility, the total cost increased significantly, from the original \$114,000.00 to \$178,050.00, making it the highest priced proposal among the three received. This substantial increase raised concerns about cost-effectiveness and compliance with the scope of work. Although the vendor was cooperative and agreed to participate in an interview, their responses during the session were perceived as less professional and the overall impression was that the vendor may not be adequately equipped to meet the City's expectations for this specialized service. These factors, taken together, contributed to the decision not to move forward with BCV Systems, LLC for this contract.

Howden USA Company

Howden USA Company submitted a proposal for the Turblex Blowers Class II maintenance services and brought with them a strong reputation in the industry, backed by over 40 years of experience working on similar and more complex blower systems. Their proposal included numerous references and demonstrated a deep familiarity with the equipment, which was viewed as a significant strength. However, the initial proposal did not include fully inclusive labor costs as required by the scope of work, and after clarification, their total proposal amount increased slightly from \$109,017.00 to \$112,000.00. During the follow-up stage of the evaluation, the vendor did not provide a direct response to a key question regarding whether City staff would be expected to assist in performing the work. The response was interpreted as indicating that some level of City staffing support would be required and no pricing adjustment was made to reflect full vendor responsibility for all work performed. During the interview, the vendor further confirmed this expectation by stating that the work "would require a person or two" from the City to assist, reinforcing the concern that they did not intend to fully self-perform the services. This was a critical issue, as it directly conflicted with the City's expectations and the terms of the RFP. Additionally, the committee noted that the vendor's level of preparedness during the interview was lacking, and there were concerns about how well the vendor understood the application of the work in the context of the City's operational needs. While the company's technical background and industry presence were strong, these issues ultimately raised doubts about their ability to meet the full scope of services as required.



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Lone Star Blower

Lone Star Blower was selected as the proposer offering the best value to the City for the Turblex Blowers Class II maintenance services. This recommendation is based on their strong qualifications, competitive pricing, and alignment with the City's expectations. The company has an extensive track record in the industry, with references spanning from California to Florida, and demonstrated experience working on both the same model of blowers and more complex systems. Although their initial proposal amount of \$180,000.00 was the highest among the three, they revised their pricing during the evaluation follow-up phase, lowering it to \$154,950.00, which placed them in the middle range. Lone Star's proposal was well-organized and transparent, and they consistently demonstrated a clear understanding of the scope of work throughout the proposal, follow-up, and interview stages. They offer a 24-hour service hotline and a dedicated weekend on-call technician, which the committee viewed as a major advantage in ensuring operational continuity during emergencies. Additionally, they maintain a fleet of temporary blowers that can be deployed in the event of a catastrophic failure, providing an extra layer of reliability. Their proposal also included three flexible options for parts procurement, including OEM and refurbished components, which allows the City to manage costs while maintaining quality. Lone Star's approach to safety and equipment longevity was described as both conservative and proactive, aligning well with the City's long-term asset management goals. During the interview, the vendor was well-prepared, responsive, and demonstrated a strong commitment to meeting the City's needs without requiring staff assistance, fully complying with the RFP specifications. Overall, Lone Star Blower offered the best combination of technical expertise, responsiveness, and value, making them the most suitable choice for this contract.

SUMMARY RECOMMENDATION

The committee unanimously agreed that Lone Star Blower offers the best value and fit for the City. Their proposal was thorough, transparent, and demonstrated a strong understanding of the scope of work, including a commitment to fully self-perform the services without City staff assistance. Although their initial pricing was the highest, they revised it to a more competitive amount, placing them in the mid-range among all proposers. Their added value, such as 24-hour emergency support, a weekend on-call technician, and access to temporary blowers, provides critical reliability and operational support. Combined with their extensive experience, flexible parts options, and proactive approach to equipment longevity, Lone Star stood out as the most qualified and responsive vendor.

Therefore, the committee recommends awarding Lone Star Blower a service contract, at the agreed-upon price of \$154,950.00.



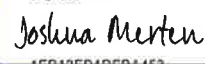
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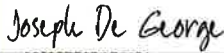
Evaluation Committee Sign-Off

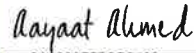
The following Evaluation Committee voting members have read the enclosed report and concur with the findings as written:

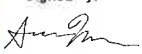
Signed by:

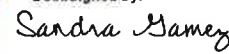
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Timothy Pompsett
Wastewater Manager
Wastewater Division, DPU

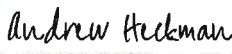
Signed by:

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10/10/2025
Joshua Merten
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Utilities, Planning, and Engineering
Division, DPU

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Joseph De George
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Sean Miranda
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Sandra Gamez
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Andrew Heckman
Water/Wastewater Mgr. Certified
Wastewater Division, DPU



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Department Recommendation

Background *(Explain the need for the procurement below.)*

The blowers at the Fresno-Clovis Regional Wastewater Reclamation Facility play a critical role in delivering atmospheric air to the aeration basins, where it activates biological processes that reduce waste concentrations in the incoming wastewater. The facility operates six (6) KA66SV-GL400 Turblex Blowers, which require Class II Maintenance Service as recommended by the original equipment manufacturer. Failure to perform this service leads to progressive damage and wear that accelerates equipment deterioration.

☒ Award a contract as follows:

Bidder/Proposer	Award Amount
Lone Star Blower	\$154,950.00

The Budget Allocation for this expenditure is \$155,000.00 and the contract price is 0.03% below this allocation. *(If the overage is greater than 10% provide an explanation below.)*

☐ Reject all bids/proposals. *(If electing to reject all, provide an explanation below.)*

Anticipated Council Date: 11/6/2025



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Fiscal Impact Statement

Indicate the **total fiscal impact** of the action requested, including operating and capital costs. Indicate costs for the current fiscal year and continuing costs in future years. Include all related costs.

Is the contract funded in the current year budget and/or through reallocation of existing Department resources:

☒ Yes ☐ No

If no, how will this item be funded? *(Provide an explanation below.)*

Is the action funded by a grant received by the City?

☐ Yes ☒ No

If yes, provide the following:

Additional Information	Comments
Grant Name	
Grantor name, granting agency, or office name (if any)	
Fiscal year of the funding award	
Date grant agreement was approved by Council	

Fiscal Impact Table:

Type	Current Year Estimate	Annual Continuing Costs Thereafter	Number of Years
Operating	\$0	\$0	N/A
Capital	\$154,950.00	\$0	N/A
Total	\$154,950.00	\$0	N/A
Describe all 'soft-cost' expenses:			



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Approvals

The signature below constitutes approval from the department head.



Department Head

Director of Public Utilities

Title



Date

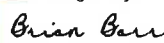
The signatures below constitute approval of the department recommendation.



Purchasing Manager

10/16/2025

Date

DocuSigned by:


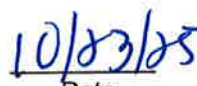
General Services Department Director

10/22/2025

Date



City Manager



Date