

FAX MEMO

LEE COUNTY PURCHASING

TO:

FROM: Diana Khan
PHONE: (239) 533-5450
FAX: (239) 485-5460
E-Mail: dkhan@leegov.com

FROM

TO: Steven Lamb
Tampa Armature Works
FAX: 813-622-8126

PAGES: 3

NOTE:

I need a response on if you plan on renewing the attached quotation or not by February 27, 2009 at noon.

Thanks.....

We would like to continue providing repair services under existing contract with adjustments to New Electric motors. shall be cost as defined by standard net price sheets plus 15% margin by multiplication 1.15%.

LEE COUNTY SOUTHWEST FLORIDA

BOARD OF COUNTY COMMISSIONERS

Bob James
District One

January 26, 2009

A. Brian Bigelow
District Two

Mr. Steven Lamb
Tampa Armature Works
440 S 78th Street
Tampa, FL 33619

Ms. Claire Felix-Davies
Rexel Mader Motor & Control
7260 15th Street East
Sarasota, FL 34243

Ray Judah
District Three

Tammy Hall
District Four

Frank Mann
District Five

Donald D. Stilwell
County Manager

Mr. Doug Meurer
Lee County Utilities
P.O. Box 398
Ft. Myers, FL 33902-0398

David M. Owen
County Attorney

Diana M. Parker
County Hearing
Examiner

**Subject: RENEWAL OF ANNUAL QUOTE #Q-050032
ELECTRIC MOTOR REPAIR & REPLACEMENT SERVICES**

Dear Mr. Lamb, Ms. Davies and Mr. Meurer:

The above-listed annual quote will expire on June 8, 2009 unless renewed. In order to renew an annual quotation, both the user Department and the awarded vendor must agree to extend the quotation for an additional one-year period. Therefore, we are requesting that you choose one of the following options and return this letter to Purchasing as soon as possible. This letter has been sent to both the user Department and the awarded vendor asking if they want to renew. Please fill out the appropriate section.

A response is required from both the Department and the vendor within 15 days. If we do not hear from either the Department or the vendor in the specified time, Purchasing may take action to solicit new quotations for this project. If both the user Department and the awarded vendor decide to renew, an acknowledgment of it will be sent.

VENDOR SECTION

- a. I want to continue performing under this annual quotation for an additional one year period under the same terms and conditions as agreed upon in the above-referenced quotation.
- b. I am not interested in extending this quotation for an additional one-year period. Why? _____

*with adjustments made to cost plus.
Pricing on New Electric Motors
New Electric Motor purchases shall be our cost*

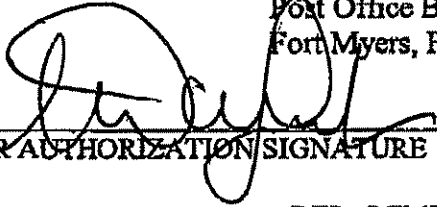
P.O. Box 398, Fort Myers, Florida 33902-0398 (239) 533-2111
Internet address <http://www.lee-county.com>
AN EQUAL OPPORTUNITY AFFIRMATIVE ACTION EMPLOYER

Plus 15%.

Quote No.: Q-050032

When you have completed the form please sign below and return to:

Lee County Purchasing
Attn: Diana Khan
Post Office Box 398
Fort Myers, FL 33902

 4/23/09

VENDOR AUTHORIZATION SIGNATURE

DEPARTMENT SECTION


- a. We are satisfied with our current level of service from this vendor and are requesting that this quotation be extended for an additional one-year period.
- b. We do not desire to exercise our option of extending this quotation. We have prepared new specifications, and are returning them to Purchasing with this letter so new quotations can be solicited.
- c. We do not desire to exercise our option of extending this quotation. We will be preparing new specifications and anticipate providing them to Purchasing by _____ (insert date) so new quotations can be solicited.
- d. We do not desire to exercise our option of extending this quotation for an additional one-year period. We no longer desire an annual quote for this product/service.

When complete, please sign below and forward to Purchasing for final disposition.

DIRECTOR AUTHORIZATION SIGNATURE

Thank you very much for your cooperation in this matter.

Sincerely,
DIVISION OF PURCHASING


Diana Khan
Office Manager

C: Larry Clifford

Khan, Diana

From: Clifford, Larry
Sent: Wednesday, June 24, 2009 7:28 AM
To: Franceschini, Robert; Hill, Thomas
Cc: Sheehan, Janet; Khan, Diana
Subject: RE: follow-up...

Bob, I'm ok with renewing, I have realized the increase slightly over the past few years in other areas also due to the increase in copper prices. As I said before TAW's rewinds are excellent I prefer staying with them. Thanks Larry

Larry Clifford
Lee County Utilities
Systems Maintenance Manager
e-mail-lclifford@leegov.com
Ph# 239-936-0247 X-242
Direct# 239-274-2541
Fax# 239-936-9153



From: Franceschini, Robert
Sent: Wednesday, June 24, 2009 7:14 AM
To: Hill, Thomas; Clifford, Larry
Cc: Sheehan, Janet; Khan, Diana; Franceschini, Robert
Subject: FW: follow-up...
Importance: High

6/24/09

Tom/Larry...

Good morning.

Please see the note below and attachment from Steve Lamb @ TAW regarding the conditions under which he would be willing to renew Q-050032 with us for the final year of the contract.

Once you have reviewed the materials, please let me know via return e-mail of how you wish to proceed: renew...or...re-quote.

Thanks.

Bob

Robert D. Franceschini, C.P.M., CPPB
Purchasing Manager
Lee County Purchasing

6/24/2009

e-mail: rfranceschini@leegov.com

phone: 239-533-5457

fax: 239-485-5460

From: Steve Lamb [mailto:Steve.Lamb@tawinc.com]

Sent: Tuesday, June 23, 2009 2:46 PM

To: Franceschini, Robert

Subject: RE: follow-up...

Bob,

As we discussed last week, Tampa Armature Works would be agreeable to extending the Motor Repair and or Replacement contract under the following criteria:

In terms of Repairs we will continue to honor the existing agreement as an extension.

Provide Lee County New Low voltage and or Medium Voltage Electric Motors as follows: on a cost plus basis. Please see example for the cost escalations from 2005 through 2008. I blended the Percentages to reflect a mean average on all ratings in that category.

TECO Westinghouse as a Prime Vendor to TAW had published price increases during that period of 20%. This is escalation is consistent across all Manufactures .

Over the contract period we have supplied a variety of Brands based on your needs and types of machine requested and their availability. Let me know if you will need any additional information regarding this proposal.

Please see attachment.

Manufacturers that we are authorized distributors for are as Follows:

- TECO Westinghouse (Stocking Master Warehouse) average inventory value 2 Million.
- Siemens
- Emerson (US Electric)
- Marathon
- Leeson
- Baldor
- GE
- Toshiba
- WEG
- AO Smith
- Lincoln

TAW Distributor Cost plus a 15% Margin.

Freight Prepaid and add if applicable.

Best regards

Steve Lamb
Regional Sales and Products Manager

From: Franceschini, Robert [mailto:RFranceschini@leegov.com]

6/24/2009

Sent: Tuesday, June 23, 2009 9:55 AM
To: Steve Lamb
Cc: Khan, Diana
Subject: RE: follow-up...

Steve...thanks...appreciate your assistance.

Bob

Robert D. Franceschini, C.P.M., CPPB
Purchasing Manager
Lee County Purchasing
e-mail: rfranceschini@leegov.com
phone: 239-533-5457
fax: 239-485-5460

From: Steve Lamb [mailto:Steve.Lamb@tawinc.com]
Sent: Tuesday, June 23, 2009 9:48 AM
To: Franceschini, Robert
Subject: RE: follow-up...

I am working with 2 of our key suppliers to provide the supporting docs should be to you by Wednesday.

Steve Lamb

From: Franceschini, Robert [mailto:RFranceschini@leegov.com]
Sent: Tuesday, June 23, 2009 7:40 AM
To: Steve Lamb
Cc: Khan, Diana
Subject: follow-up...

6/23/09

Steve...

Good morning.

Just a follow up to our conversation last week regarding the backup materials you were going to supply to me so we could review...grant the price increase...and move on with renewing the quote.

If you have a moment, please shoot me a quick note on where this stands.

Thanks.

Bob

Robert D. Franceschini, C.P.M., CPPB
Purchasing Manager
Lee County Purchasing
e-mail: rfranceschini@leegov.com
phone: 239-533-5457
fax: 239-485-5460

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6/24/2009

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From: Briggs, David [briggsda@tecowestinghouse.com]
Sent: Tuesday, June 23, 2009 12:03 PM
To: Bennett, Ray
Cc: Steve Lamb
Subject: RE: Price increases
Effective 8/22/05
Cast Iron 2-5%
Rolled Steel - 5-12%

Effective 8/1/06
Low Voltage - 8%
Medium Voltage - 10%

Effective 2/1/08:
Low Voltage - 7%
Medium Voltage - 10%

Effective 12/1/08:
5%

David C. Briggs II
Product Manager - Cast Iron Motors
TECO-Westinghouse Motor Co.
1-800-451-8798 - Toll Free
512-773-6205 - Cell
512-244-5500 - Fax
briggsda@tecowestinghouse.com
www.tecowestinghouse.com

From: Bennett, Ray
Sent: Tuesday, June 23, 2009 9:18 AM
To: Briggs, David
Cc: 'Steve Lamb'
Subject: RE: Price increases

David,
TAW has requested a schedule that shows the dates and % increase for TWMC motors from Jan 2005 through December 2008. This information is for a meeting they have with a client that has requested justification for the price increases to their contract over the requested period.

Making it Shine in 09!

Ray Bennett
Field Account Executive
TECO Westinghouse Motor Company

e-mail: bennetr@tecowestinghouse.com
Office Phone: 904-292-4846
Office Fax 904-292-4849

CELL# 904-616-3607

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