



# Central Services Department

Ron Lampkin, Interim Director  
Laquona Sanderson, Fleet Manager

2760 Peach Orchard Road, Augusta, GA 30906  
(706) 821-7174 Phone (706) 796-5077 Fax

## MEMORANDUM

*D White*  
*3/21/25*

**TO:** Darrell White, Interim Director, Procurement Department

**FROM:** ~~Ron Lampkin~~, Interim Director, Central Services Department

**DATE:** ~~March 19, 2025~~

**SUBJECT:** Recommendation Memo for Bid #25-151 2025/2026 Service Truck, Enclosed Utility Style

On March 7, 2025, two proposals were received for bid #25-151, 2025/2026 Service Truck, Enclosed Utility Style. Fleet Management recommends awarding Ring Power Corporation for the purchase of three units at \$134,097 each, totaling \$402,291.00.

Ring Power Corporation was the only vendor to provide a proposal for the diesel option. The department provided justification as to why the diesel engine option is more feasible for the day to day operations than the gasoline option. Diesel engines have significant advantages to include but not limitless to being more fuel efficient, having torque and power for heavy loads and providing a longer lifespan than gasoline engines. The funds are available in account #506-04-3410/54-22510.

Thank you for your assistance. Feel free to contact Fleet Management with any questions or concerns.

RL/kb

MAR 21 '25 1:00



**Bid Opening: Bid Item #25-151 2025/2026 Service Truck, Enclosed Utility Style  
for Augusta, GA-Central Services Department/Fleet Management  
Bid Due: Friday, March 7, 2025 @ 11:00 a.m.**

**Total Number Specifications Mailed Out: 21  
Total Number Specifications Download (Demandstar): 8  
Total Electronic Notifications (Demandstar): 33  
GA Procurement Registry: 272  
Total packages submitted: 2  
Total Non-Compliant: 0**

<b>VENDORS</b>	<b>RING POWER CORPORATION 500 WORLD COMMERCE PARKWAY ST. AUGUSTINE, FL 32092</b>	<b>HERLONG FORD, INC. 775 AUGUSTA ROAD EDGEFILED, SC 29824</b>
<b>Attachment B</b>	<b>YES</b>	<b>YES</b>
<b>Addendum 1</b>	<b>YES</b>	<b>YES</b>
<b>E-Verify Number</b>	<b>402904</b>	<b>528025</b>
<b>SAVE Form</b>	<b>YES</b>	<b>YES</b>
<b>Exceptions</b>	<b>YES</b>	<b>YES</b>
<b>5.00 Chassis Requirements:</b>		
<b>5.01 Full-size truck, equipped</b>	<b>\$72,044.00</b>	<b>\$62,922.00</b>
<b>5.02 Full-size truck, equipped</b>	<b>\$82,987.00</b>	<b>N/A</b>
<b>5.03 Heavy duty cooling package</b>	<b>INCLUDED</b>	<b>NO BID</b>
<b>5.04 Heavy duty electrical package</b>	<b>INCLUDED</b>	<b>NO BID</b>
<b>5.05 Heavy duty suspension pkg.</b>	<b>INCLUDED</b>	<b>\$285.00</b>
<b>5.06 Trailer Tow Mirrors</b>	<b>INCLUDED</b>	<b>INCLUDED</b>
<b>5.07 Heavy duty Tow Package</b>	<b>INCLUDED</b>	<b>\$627.00</b>
<b>5.08 Backup camera</b>	<b>INCLUDED</b>	<b>\$546.00</b>
<b>5.09 Roof clearance lights</b>	<b>INCLUDED</b>	<b>INCLUDED</b>
<b>5.10 Black Platform Running Boards</b>	<b>INCLUDED</b>	<b>\$418.00</b>
<b>5.11 Heavy duty Mats</b>	<b>INCLUDED</b>	<b>\$200.00</b>
<b>5.12 Extra Set of Keys with Remote (3 Total)</b>	<b>INCLUDED</b>	<b>\$900.00</b>
<b>5.13 Delivery Charge</b>	<b>INCLUDED</b>	<b>\$150.00 PER VEHICLE</b>
<b>5.14 Initial Operator Fam Training</b>	<b>INCLUDED</b>	<b>INCLUDED</b>



**Bid Opening: Bid Item #25-151 2025/2026 Service Truck, Enclosed Utility Style  
for Augusta, GA-Central Services Department/Fleet Management  
Bid Due: Friday, March 7, 2025 @ 11:00 a.m.**

**Total Number Specifications Mailed Out: 21  
Total Number Specifications Download (Demandstar): 8  
Total Electronic Notifications (Demandstar): 33  
GA Procurement Registry: 272  
Total packages submitted: 2  
Total Non-Compliant: 0**

<b>VENDORS</b>	<b>RING POWER CORPORATION 500 WORLD COMMERCE PARKWAY ST. AUGUSTINE, FL 32092</b>	<b>HERLONG FORD, INC. 775 AUGUSTA ROAD EDGEFILED, SC 29824</b>
----------------	--	--

**6.00 Outfitter's Speciality Items:**

<b>6.01</b> Fire Extinguisher	<b>INCLUDED</b>	<b>\$85.00</b>
<b>6.02</b> Outlet Receptacle	<b>INCLUDED</b>	<b>\$241.00</b>
<b>6.03</b> Electric Brake Controller	<b>INCLUDED</b>	<b>\$257.00</b>
<b>6.04</b> Service Body	<b>\$51,110.00</b>	<b>\$19,337.00</b>
<b>6.05</b> J-hook railing for utility service body	<b>INCLUDED</b>	<b>\$529.00</b>
<b>6.06</b> Panel Top for Utility Service Body	<b>INCLUDED</b>	<b>\$15,138.00</b>
<b>6.07</b> Cargo Tie Downs	<b>INCLUDED</b>	<b>\$557.00</b>
<b>6.08</b> Grab Handles	<b>INCLUDED</b>	<b>\$195.00</b>
<b>6.09</b> Service Body bumper	<b>INCLUDED</b>	<b>INCLUDED</b>
<b>6.10</b> Spotlights	<b>INCLUDED</b>	<b>\$2504.00 PER PAIR</b>
<b>6.11</b> Trailer wiring	<b>INCLUDED</b>	<b>\$101.00</b>
<b>6.12</b> Pintle Hook	<b>INCLUDED</b>	<b>\$231.00</b>
<b>6.13</b> Pipe vise	<b>INCLUDED</b>	<b>\$210.00</b>
<b>6.14</b> Spot mirrors	<b>INCLUDED</b>	<b>\$542.00</b>
<b>6.15</b> Window tint	<b>INCLUDED</b>	<b>\$200.00</b>
<b>6.16</b> Safety Cones	<b>INCLUDED</b>	<b>\$186.00</b>
<b>6.17</b> Master Bar Locking System for Compartments	<b>INCLUDED</b>	<b>INCLUDED</b>
<b>6.18</b> Steel Drawer System	<b>INCLUDED</b>	<b>\$1,275.00</b>
<b>6.19</b> Tool box Option	<b>INCLUDED</b>	<b>\$2,370.00</b>
<b>6.20</b> Cable Steps in Rear	<b>INCLUDED</b>	<b>\$1766.00 PER PAIR</b>



**Bid Opening: Bid Item #25-151 2025/2026 Service Truck, Enclosed Utility Style  
for Augusta, GA-Central Services Department/Fleet Management  
Bid Due: Friday, March 7, 2025 @ 11:00 a.m.**

**Total Number Specifications Mailed Out: 21  
Total Number Specifications Download (Demandstar): 8  
Total Electronic Notifications (Demandstar): 33  
GA Procurement Registry: 272  
Total packages submitted: 2  
Total Non-Compliant: 0**

<b>VENDORS</b>	<b>RING POWER CORPORATION 500 WORLD COMMERCE PARKWAY ST. AUGUSTINE, FL 32092</b>	<b>HERLONG FORD, INC. 775 AUGUSTA ROAD EDGEFILED, SC 29824</b>
----------------	--	--

**7.00 Alert Warning Systems:**

<b>7.01</b> Backup alarm	<b>INCLUDED</b>	<b>\$99.00</b>
<b>7.02</b> Magnetic LED Light	<b>INCLUDED</b>	<b>\$563.00</b>
<b>7.03</b> LED top mount light	<b>INCLUDED</b>	<b>\$736.00</b>
<b>7.04</b> Traffic advisor light bar	<b>INCLUDED</b>	<b>\$2,931.00</b>

**Service Truck, Enclosed Utility Style:**

<b>Year</b>	<b>2025/2026</b>	<b>2025</b>
<b>Make</b>	<b>FORD</b>	<b>FORD</b>
<b>Model</b>	<b>F550</b>	<b>F550 CREW CAB/CHASSIS</b>
<b>Approximate Delivery Time</b>	<b>365 DAYS ARO</b>	<b>31st AUGUST 2025</b>

## **Katie Cornelius**

---

**From:** Anthony Arcuri  
**Sent:** Tuesday, March 18, 2025 12:36 PM  
**To:** Kaycee Braswell; Kelsey Henderson  
**Cc:** Tess T. Thompson; Steve Little; Wes Byne; Laquona Sanderson  
**Subject:** RE: Bid #25-151

Hi Kaycee,

Below is the justification requested on the F550 crew trucks.

### **Justification for Selecting the Diesel Engine Crew Truck over a Gasoline Engine Crew Truck**

I am writing to present a justification for selecting a diesel engine truck over a gasoline engine truck for our [specific project, fleet, or operational purpose]. After careful analysis, I believe that opting for a diesel engine truck will offer significant advantages, particularly in the areas of fuel efficiency, operational costs, and long-term durability. Below are the key reasons for this recommendation:

#### **1. Fuel Efficiency and Cost-Effectiveness**

Diesel engines are generally more fuel-efficient than gasoline engines, offering better fuel mileage per gallon of fuel. This translates to a reduced frequency of refueling and lower overall fuel costs, which can significantly impact operational expenses, especially for long-distance or heavy-duty transportation needs. The cost savings from improved fuel efficiency will provide a strong return on investment over time.

#### **2. Torque and Power for Heavy Loads**

Diesel engines produce more torque at lower RPMs compared to gasoline engines, making them better suited for heavy-duty tasks such as hauling and transporting large loads. This enhanced power output ensures that the truck performs optimally, even under challenging driving conditions and when carrying substantial weight.

#### **3. Durability and Longevity**

Diesel engines are known for their durability and longer lifespan compared to gasoline engines. They are built to withstand higher compression, which generally results in a longer service life when properly maintained. This longevity reduces the frequency of vehicle replacements, offering greater value over time. In industries where trucks are used for demanding tasks, the robustness of a diesel engine is an invaluable asset.

#### **4. Lower Carbon Emissions**

Modern diesel engines are equipped with advanced emission control technologies, such as selective catalytic reduction (SCR) and diesel particulate filters (DPF). These systems reduce harmful emissions, ensuring compliance with increasingly stringent environmental regulations. Furthermore, the greater fuel efficiency of diesel engines means that, per mile driven, they tend to emit less CO<sub>2</sub> than their gasoline counterparts.

#### **5. Higher Resale Value**

Diesel trucks often maintain a higher resale value than gasoline trucks due to their durability and strong demand in commercial transportation markets. This higher resale value can significantly offset initial costs and contribute to overall cost savings in the long run.

#### **6. Better Performance in Various Environments**

Diesel engines are more versatile in different weather and terrain conditions, particularly in cold climates, where gasoline engines may struggle with performance. Additionally, the higher torque makes diesel engines more effective in off-road or rugged environments.

## 7. Crew Familiarity

There is also the fact that these are the vehicles we currently operating with. Crews making the mistake of putting diesel in a gas engine out of habit would be catastrophic.

Given these points, it is evident that a diesel engine truck would offer superior performance, cost efficiency, and long-term reliability compared to a gasoline engine truck. I believe that this investment will help optimize our operations and improve the bottom line for Augusta Utilities.

Please feel free to reach out if you require any additional information or have any questions regarding this justification.

Thank you,

**Tony Arcuri**  
**Asset Protection Coordinator**  
**Augusta Utilities**  
**706-533-9311**  
**AARCURI@augustaga.gov**

---

**From:** Kaycee Braswell <KBraswell@augustaga.gov>

**Sent:** Wednesday, March 12, 2025 1:39 PM

**To:** Kelsey Henderson <KHenderson@augustaga.gov>; Anthony Arcuri <AArcuri@augustaga.gov>

**Cc:** Tess T. Thompson <TThompson@augustaga.gov>; Steve Little <slittle@augustaga.gov>; Wes Byne <WByne@augustaga.gov>; Laquona Sanderson <LSanderson@augustaga.gov>

**Subject:** Bid #25-151

Good Afternoon,

Fleet has received the vendor bids back for bid #25-151, 2025-2026 Dome Style, Service Truck. Attached are the vendors proposals and each vendor exceptions. Herlong Ford did not list a Diesel engine option. Also, let Fleet Management know how to proceed.

**Kaycee Braswell | Fleet Operations Specialist**  
**Augusta - Richmond County | Central Services Department**  
1568 Broad St Bldg. C | Augusta, Georgia 30901  
(p) 706-821-2894 | (c) 762-622-0744  
[kbraswell@augustaga.gov](mailto:kbraswell@augustaga.gov) | [www.augustaga.gov](http://www.augustaga.gov)

