



## Suspension of Competition Acquisition Request

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1. Fully describe the product(s) and/or service(s) being requested.  
Vendor to provide landfill heavy equipment repairs and maintenance services for Caterpillar (CAT) equipment for the American Avenue Disposal Site (AADS).
2. Identify the selected vendor and contact person; include the address, phone number and e-mail address for each.  
Quinn Company,  
Devon Smith/Bill Padgett  
PO Box 12625  
Fresno, Ca 93788  
(559) 891-5423
3. What is the total cost of the acquisition? If an agreement, state the total cost of the initial term and the amounts for potential renewal terms.  
3 year base term with a maximum of \$1,500,000.00 per year with the option to renew 2 1-year renewals at \$1,500,000.00 per year. Maximum total of \$7,500,000.00.
4. Identify the unique qualities and/or capabilities of the service(s) and/or product(s) that qualify this as a Suspension of Competition acquisition.  
Quinn Company is the only local, authorized Caterpillar dealer for Caterpillar Inc.. A suspension of competition is being requested for Quinn Company to provide repair and maintenance services at the AADS for CAT equipment. This will ensure the CAT equipment is being worked on by trained and certified technicians which assures the patents, trade secrets, and warranties are not being violated or voided. As the authorized CAT dealer, Quinn Company is the only vendor with access to Caterpillar Electronic Technician (Cat ET) software. Cat ET is a proprietary Caterpillar diagnostic software required to communicate, diagnose, and service CAT equipment. Cat ET is not available to any competitor and is only available through an authorized Caterpillar dealer. Quinn Company also provides Caterpillar's VisionLink on equipment which provides remote diagnostics, fault codes, and equipment utilization.
5. Identify from Administrative Policy #34 what circumstances constitute a Suspension of Competition.
  - In an emergency when goods or services are immediately necessary for the preservation of the public health, welfare, or safety, or for the protection of County property.
  - When the contract is with a federal, state, or local governmental agency.
  - When the department head, with the concurrence of the Purchasing Agent, finds that the cost of preparing and administering a competitive bidding process in a particular case will equal or exceed the estimated contract amount or \$5,000 whichever is more.
  - When a contract provides only for payment of per diem and travel expenses and there is to be no payment for services rendered.
  - When obtaining the services of expert witnesses for litigation or special counsel to assist the County.
  - When in unusual or extraordinary circumstances, the Board of Supervisors or the Purchasing Agent/Purchasing Manager determines that the best interests of the County would be served by not securing competitive bids or issuing a request for proposal.
6. Explain why the unique qualities and/or capabilities described above are essential to your department.  
Quinn Company is the only authorized Caterpillar dealer allowed to work in the County of Fresno service area. By having other vendors provide service work on CAT equipment could result in a void of warranties and guarantees. As an authorized Caterpillar dealer, Quinn is the only vendor with Cat ET software, a proprietary Caterpillar diagnostic software required for CAT equipment diagnostic, communications, and service. Heavy equipment maintenance and repairs is critical to the AADS which operates 6 days a week for approximately 312 working days per year.
7. Provide a comprehensive explanation of the research done to verify that the recommended vendor is the only vendor with the unique qualities and/or capabilities stated above. Include a list of all other vendors contacted, what they were asked, and their responses.  
Quinn Company is the only Caterpillar authorized dealer in the county service area that can provide repair services for warranted CAT equipment. Caterpillar requires the use of authorized dealers for all warranty repairs to avoid potential issues with repairs, patents, and warranty guarantees.

damann 6/10/2024 8:24:39 AM

Requested By:

Resources Division  
Manager

Title

[\[Sign\]](#) Double click!

**I approve this request to suspend competition for the service(s) and/or product(s) identified herein.**

stwhite 6/10/2024 8:41:58 AM

Department Head Signature

[\[✕ Sign\]](#) Double click!

mvilanova 6/10/2024 9:24:58 AM

Purchasing Manager Signature

[\[✕ Sign\]](#) Double click!