



Cochise County Procurement Department

Public Programs...Personal Service
www.cochise.az.gov

From: Brandon L. Morrison, Contracts Administrator

Subject: 19-08-FLT-01 Price Fair and Reasonable

Date: 9/28/18

1. In accordance with Cochise County Procurement Policy, section 7.10.1, the offer received from Hiab USA has been considered to be fair and reasonable. This offer has been compared to a previous quote which was received prior to the solicitation of IFB 19-08-FLT-01 in April 2018. Since then, steel tariffs have increased the market prices as a whole and the price offered from Hiab USA during the solicitation phase in August 2018 had only increased \$87.30.
2. Additionally, according to market research performed prior to award, Hiab USA is the sole distributor for new Moffett material handling equipment (MHE). Therefore, Hiab USA is also the only source for this type of truck-mounted forklift, which is compatible to suit the customers (Solid Waste Department) needs of a mobile forklift which can be stowed behind a trailer.
3. For any questions regarding this document, please contact the undersigned by phone at (520) 432-8391 or by email at bmorrison@cochise.az.gov.

Signed,

Brandon L. Morrison
Contracts Administrator