



City of Hallandale Beach City Commission Agenda Cover Memo

Meeting Date:		File No.:		Item Type:		1 st Reading		2 nd Reading	
11/5/2025		25-436		☐ Resolution ☐ Ordinance ☐ Other		Ordinance Reading		N/A	N/A
						Public Hearing		☐	☐
						Advertising Required		☐	☐
						Quasi-Judicial:		☐	☐
Fiscal Impact (\$):		Account Balance (\$):				Funding Source:		Project Number:	
\$777,400.00		\$798,240.00				410-3410-544030		N/A	
Contract Required:		P.O. Required:		RFP/RFQ/Bid Number:		Sponsor Name:		Department:	
☒ Yes	☐ No	☒ Yes	☐ No	OMNIA PATNERS CONTRACT # 2019000319 RFP # 269-2018-047 EQUIPMENT RENTALS AND RELATED PRODUCTS AND SERVICES.		Marlon Lobban Public Works Director		Public Works	
Strategic Plan Focus Areas:									
☐ Fiscal Stability		☒ Resident Services		☐ Public Safety		☒ Infrastructure & Mobility		☐ Economic Development & Affordable Housing	
Implementation Timeline:									
Estimated Start Date: 10/1/2025						Estimated End Date: 9/30/2026			

SHORT TITLE:

A RESOLUTION OF THE MAYOR AND CITY COMMISSION OF THE CITY OF HALLANDALE BEACH, FLORIDA, AUTHORIZING CONTRACT WITH BIG TRUCK RENTAL, LLC FOR EQUIPMENT RENTALS AND RELATED PRODUCTS AND SERVICES FOR FISCAL YEAR 2025-2026 IN AN AMOUNT NOT-TO-EXCEED SEVEN HUNDRED SEVENTY-SEVEN THOUSAND, FOUR HUNDRED DOLLARS (\$777,400) TO CONTINUE RENTING SIX FRONT LOAD TRUCKS; AND PROVIDING AN EFFECTIVE DATE.

STAFF SUMMARY:

Summary:

This agenda item seeks City Commission approval to utilize the competitively solicited OMNIA PARTNERS contract #2019000319 with Big Truck Rental, LLC for Equipment Rentals and Related Products and Services in an amount not-to-exceed \$777,400.00 for fiscal year 2025-2026.

Background:

The Sanitation Division's commercial, multi-family, and residential solid waste collection services operate seven days a week all year long. The Division has made great strides in the last three years updating the fleet. The plan for the Sanitation Fleet is a hybrid mix of owned and leased rental vehicles. The City Commission authorized the rental of six front load trucks via this contract previously. The rental trucks from Big Truck Rental, LLC, which have been authorized by City Commission and that are currently in service are as follows:

Unit #	Description
9526	2023 Autocar (Diesel) – Side Loader
9532	2023 Autocar (Diesel) – Side Loader
9528	2025 Mack (Diesel) – Front Loader
9529	2025 Mack (Diesel) – Front Loader
9530	2024 Mack (Diesel) – Front Loader
9531	2025 Kenworth (Diesel) – Front Loader

Current Situation:

The Department of Public Works has issued a purchase order in FY2026 in the amount of \$75,000 to pay invoices for October 2025 until this agenda item is presented to the City Commission for consideration.

The City has six operational side loaders in service presently. Two are 2017 models and two are 2020 models which the City owns. The two 2017 models need to be placed in a backup reserve operating status. These two 2017 side loaders will be used as spares when preventative maintenance is being performed on the four newer side loaders so that service to the public is not affected. The City also currently rents two side loaders as well. On an everyday basis, four side loaders are in operation. The two 2017 side loaders will likely be retired this year. This agenda item requests the continuation of renting six trucks in total as shown below.

# of Trucks	Rental cost	# of Weeks	Total Cost
4 FL	\$2,375.00/Week/Each	52	\$ 494,000.00
2 SL	\$2,725.00/Week/Each	52	\$ 283,400.00
Total Amount			\$ 777,400.00

The rental rate for the trucks, based on Big Truck's agreement (Exhibit 3 & 4) through the OMNIA PARTNERS Contract # 2019-000319, is \$10,900 per four-week period for a 40-yard front end loader and \$11,700.00 per four-week period for a 28-yard side loader.

The purchase of side and front loaders would cost approximately \$500,000 - \$600,000 each and would each have a useful life of about 5-7 years. By renting, the City avoids that capital purchase cost every 5 years. At about three to four years, the City typically starts to see higher maintenance costs because these trucks are on the road five days a week / 52 weeks a year. The City uses the side loaders and front loaders every day and if any of the trucks are down for routine preventative maintenance or for the need for a substantial repair job, then service levels are greatly affected, which also tends to increase overtime costs. By renting these trucks, the City will have the trucks replaced approximately every 3,200 – 3,400 hours of operation with a brand-new truck. That typically takes about two to three years, which allows the City to avoid those major repair costs as well. The major repairs are covered by Big Truck Rental, LLC during the life of the rental, and the City only pays for routine operational costs such as tires, oil, etc. The City is also given credit for any downtime for days the rental truck is in for major repairs such as warranty work.

Through negotiations, we were able to negotiate the rental amount for each front loader down to \$9,500 per four-week period saving the City \$91,000 for FY2026 on the front loader rentals. Through further negotiations, we were able to negotiate the rental amount for each side loader down to \$10,900 per four-week period saving the City \$18,200 for FY2026. That is a combined savings of \$109,200 for FY2026 due to negotiating a lower rental price below the contract amounts.

The initial term of the OMNIA PARTNERS Big Truck Rentals, LLC contract was from November 1, 2018, through October 31, 2023. On June 30, 2023, the first renewal period was exercised and provided a new expiration date of October 31, 2025. On June 6, 2025, the second renewal period was exercised and provides a new expiration date of October 31, 2027. OMNIA PARTNERS is the largest and most trusted cooperative purchasing organization for public sector procurement. OMNIA PARTNERS have brought together the nation's two leading cooperative purchasing organizations – National IPA and U.S. Communities – under one roof to form OMNIA PARTNERS Public Sector. The collective buying power of these unified purchasing cooperatives delivers superior value and savings for public agencies nationwide.

Why Action is Necessary:

Whereas, pursuant to Section 23-5 (a) of the City of Hallandale Beach Code of Ordinances, Subsection (3), the City may utilize a contract or arrangement whereby two or more public entities have the opportunity to purchase from the same supplier or multiple suppliers using a single competitive procurement mechanism, and Subsection (4), the City may procure goods or services from vendors who have been selected as a result of a competitive selection process by another governmental entity, so long as the selection process utilized by the contracting entity is substantially similar to the requirements of the City and the goods or services procured by the City are procured pursuant to the original contract scope and terms; and

Cost Benefit:

The benefit of renting trucks versus owning is that the rental trucks get replaced with new trucks after approximately 3,200 hours of operation run time. This rental replacement process reduces the need for extensive repairs, reduces downtime in service, and any major repair is covered under warranty. The City receives a credit back towards the rental price if a truck is out of service

due to a warranty repair. Less downtime in service means greater customer service, predictable service times for trash collection, less overtime of staff having to stay later each day to cover routes for a truck that is out of service, and less wear and tear on the other trucks that have to cover additional routes.

PROPOSED ACTION:

The City Commission considers the attached Resolution.

ATTACHMENT(S):

Exhibit 1 – Resolution
Exhibit 2 – City of Hallandale Beach Quote 2
Exhibit 3 – 2019000319 - BTR Master Agreement
Exhibit 4 – Amendment No. 1 – 8 to Agreement
Exhibit 5 – 269-2018-047 RFP Equipment Rental

Prepared By: Jeffrey "JT" Towne
Jeffrey "JT" Towne
Assistant Public Works Director

Reviewed By: Marlon Lobban
Marlon Lobban
Public Works Director

Reviewed By: Noemy Sandoval
Noemy Sandoval
Assistant City Manager