

**TOWN COUNCIL  
WORKSHOP MEETING  
DECEMBER 10, 2002**

The meeting was called to order at 5:34 p.m. Present were Mayor Venis, Vice-Mayor Clark, Councilmembers Paul, Starkey, and Truex. Also present were Town Administrator Willi, Town Attorney Kiar, and Town Clerk Muniz recording the meeting.

**1. Vehicle Towing Services - Herb Hyman, CPPB, Procurement Manager**

Mayor Venis advised of the procedure for the workshop, Procurement Manager Herb Hyman explained how this bid was different from other bids.

**2. Interview of Vehicle Towing Services Vendors**

A) HTS Industries

Mike Partin, Vice President of HTS Towing, spoke of his firm's competencies. He submitted a brochure which outlined his firm's merits, principals, and equipment inventory.

Councilmember Truex asked if HTS had any locations within the Town. Mr. Partin replied affirmatively and stated his lot was on Oakes Road.

B) A & B Towing

Roy Bazin, owner of A&B Towing, entered into the record Exhibits B and C, which were booklets outlining the firm's merits, equipment inventory, and principals. He stated that over the six year period his firm had been serving the Town, it had paid over \$800,000 in franchise fees in a timely manner. Mr. Bazin spoke of his firm's track record with the Town, which he felt was positive.

C) Toucan Towing

Mayor Venis asked if Toucan Towing was present and there was no response.

D) EMS Towing

Scott Stringham, representing EMS Towing, outlined what he felt separated his firm from the others, such as a larger lot and no complaints lodged with the Department of Consumer Affairs.

Councilmember Truex referred to information provided to Council and asked Mr. Stringham what did "not meet equipment specification" meant. Mr. Stringham explained that one of his trucks was being repaired and he would have it and an additional vehicle ready by the time the bid went into effect, which would bring his company up to standard.

Mr. Kiar asked Mr. Stringham about a truck he owned that had a magnetic sign. He asked if Mr. Stringham's company was affiliated with Statewide. Mr. Stringham explained that the truck was leased. He clarified that he was not affiliated with Statewide.

Councilmember Paul wondered if there would be an update at the Council meeting regarding Mr. Stringham's meeting the equipment specifications outlined in the bid. Mr. Stringham replied affirmatively. Mr. Kiar indicated that the company should meet the specifications on the submittal date of the proposal. Mr. Hyman agreed. Mr. Stringham reiterated that he had the Class C vehicle, but it was being repaired.

Mayor Venis asked Mr. Hyman how many vehicles were required in the proposal. Mr. Hyman mentioned that several trucks were required in different classes.

Mr. Kiar asked about the bid requirement regarding the bond. Mr. Hyman indicated that a performance bond was required of the successful bidder for every year of the contract. He stated that EMS had not submitted a letter from a bonding agent, as was required by all bidders. Mr. Hyman was

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not sure whether or not EMS was bondable. Mr. Stringham indicated that he could get the letter from the bonding agent.

E) Bob's Towing

Mike Mucha, representing Bob's Towing, submitted a collage of pictures that displayed the firm's facility and some of its equipment. He spoke of his ties to the community and the competencies of his firm.

Vice-Mayor Clark referred to a memo from Mr. Hyman that outlined various facets of each individual bid. She asked about the lawsuit against Bob's Towing from the Town of Davie. Mr. Mucha indicated that the lawsuit was resolved and the Town was paid.

Councilmember Starkey asked how long Bob's Towing had been with the City of Pembroke Pines. Mr. Mucha indicated four years and added that no complaints had been lodged against his firm from Pembroke Pines.

Vice-Mayor Clark asked Mr. Mucha to clarify whether there were no complaints from Pembroke Pines specifically or in general. Mr. Mucha indicated that the City of Pembroke Pines had not received any complaints against his firm. He indicated that five complaints were lodged against his firm with the Department of Consumer Affairs and he explained the nature of those complaints.

Mr. Hyman explained the nature of the lawsuit between the Town and Bob's Towing.

F) A Superior Towing

Sean Lescalzo, owner of A Superior Towing, indicated that according to his last discussion with the Department of Consumer Affairs, there had only been one complaint lodged against his firm in Broward County. He spoke of his firm's affiliation with the Florida Highway Patrol and the State of Florida's Emergency Response Team. Mr. Lescalzo felt that the bids made by the other firms were unreasonable and would not allow for any profit. He suggested that these firms were acting as brokers for accident attorneys, chiropractors, and body shops which he felt was unethical.

Mayor Venis asked Mr. Lescalzo if he did work exclusively for the City of Plantation and what he paid them for a franchise fee. Mr. Lescalzo explained that he paid Plantation no franchise fee and he worked on a continuing rotation schedule. Mayor Venis asked whom the residents paid when their cars were towed in Plantation. Mr. Lescalzo indicated that the vehicle "retriever" paid the towing company directly.

Councilmember Truex asked what set his company apart from the other companies present. Mr. Lescalzo indicated that he did not make any referrals to body shops or attorneys.

Mayor Venis asked for comments from Council.

Vice-Mayor Clark referred to Mr. Hyman's memo regarding complaints lodged against HTS Towing and asked Mr. Partin to respond. Mr. Partin tried to justify the number of complaints filed against All Points Towing (sister company of HTS) by stating that the two companies were exclusive of each other. All Points Towing strictly towed cars that were illegally parked. HTS towed accident vehicles. He explained that All Points towed a large number of vehicles, almost 100 per day. Mr. Partin added that 18 complaints had been lodged against HTS Towing and he was in the process of researching them.

Vice-Mayor Clark asked if any of the other companies present had "tow away" accounts. Many of the bidders in the audience admitted that they had these types of accounts.

Mayor Venis asked Mr. Hyman about supplemental income referred to by Mr. Lescalzo. Mr. Hyman clarified that the supplemental income referred to was not generated from the Town, but from referrals to body shops.

Mr. Hyman spoke about the pre-submittal meeting where he explained the criteria to the potential bidders and there was some concern that the highest bidder would win the bid. He referred to comments made earlier regarding how the winning firm could afford to pay the Town. Mr. Hyman clarified that when bids were evaluated, there was more taken into consideration than only the dollar amount proposed.

Vice-Mayor Clark asked how the current contract progressed into what was before Council at this time. Mr. Hyman provided a chronology of events. He stated there were issues with three of the companies and it was best to start fresh.

Vice-Mayor Clark asked about complaints lodged against A&B Towing. Mr. Hyman stated that there were problems with private property being removed from cars by operators and explained that the police were supposed to inventory the contents of the car.

Vice-Mayor Clark asked Sergeant Gasse if he had received many complaints against A&B Towing. Sergeant Gasse indicated that he had only received three or four complaints. He remembered a specific instance where the complaint came through the Town Administrator's office.

Vice-Mayor Clark asked A&B Towing if they would submit to performing inventory documentation. Mr. Bazin explained that he did reimburse the person who had made the complaint, but he clarified that he had no proof the missing item actually existed. He stated that since this instance, he had changed policy for his drivers.

Councilmember Starkey asked if the Town would consider a rotation schedule similar to the City of Plantation. Mr. Hyman indicated that this had been done in the past, but explained why it was problematic, including police dispatch being responsible for directing the calls. Mr. Lescalzo indicated why it was problematic to run on rotation, but also explained the benefits.

Councilmember Truex asked if the \$300,000 figure earlier referenced was accurate. Mr. Hyman and Sergeant Gasse indicated that the average bill was \$130 per person and the projections were between \$180,000 and \$200,000.

After further discussion, Mr. Hyman and Assistant Town Administrator Ken Cohen sought direction from Council and indicated that they would prepare a resolution and a recommendation. Council indicated that a resolution should be prepared with a blank where the name of the firm was listed so that a selection could be made by Council at the next Council meeting.

### 3. ADJOURNMENT

There being no further business to discuss and no objections, Mayor Venis adjourned the workshop at 6:42 p.m.

Approved \_\_\_\_\_

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Mayor/Councilmember

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Town Clerk