

Staff Summary Report

Council Meeting Date: 02/05/2009

Agenda Item Number: _____

SUBJECT: Request to award a three-year contract with two, one-year options to Bingham Equipment Company for skid steer loaders to be used by the Solid Waste Division of Public Works.

DOCUMENT NAME: 20090205fsta03

PURCHASES (1004-01)

SUPPORTING DOCS: Yes

COMMENTS: (RFP 09-063) Total cost for this contract shall not exceed \$100,000 during the initial three-year contract period.

PREPARED BY: Tony Allen, Procurement Officer, 480-350-8548

REVIEWED BY: Michael Greene, CPM, Central Services Administrator, 480-350-8516
Glenn Kephart, Public Works Manager, 480-350-8205
Jay Taylor, Fleet Director, 480-350-8344
Tim Love, Fleet Analyst, 480-350-8088

**LEGAL REVIEW AS
TO CONTRACT FORM**

ONLY: N/A

FISCAL NOTE: Sufficient funds have been appropriated in 3718-7509 for the anticipated expenditures in the current fiscal year.

RECOMMENDATION: Award the contract.

ADDITIONAL INFO: The City of Tempe issued a Request for Proposal to establish a contract for the purchase of skid steer loaders. Seven responses were received – Central Implements, Empire Machine, Bingham Equipment, Falcon Power, Road Machinery, RDO Machinery and Arnold Machinery. A Best and Final offer request was issued to clarify specifications and confirm price quotes. As part of the contract, the City of Tempe will be trading in two older units to lower overall expenditures. A committee comprised of Public Works and Procurement Staff reviewed the submitted proposals. It is the recommendation of the committee to award a contract to Bingham Equipment, the high scorer.

Vendor's Proposal Offer

It is REQUIRED that Proposal Offeror COMPLETE, SIGN and SUBMIT the original of this form to the City Procurement Office with the proposal response offer. An unsigned "Vendor's Proposal Offer", late proposal response and/or a materially incomplete response will be considered non-responsive and rejected.

Proposal offeror is to type or legibly write in ink all information required below.

Company Name	BINGHAM EQUIPMENT COMPANY		
Company Mailing Address	1655 SO. COUNTRY CLUB DR.		
City	State	Zip Code	
MESA	AZ	85210	
Contact Person	JAY ERICHSEN	Title	BOBCAT SALES
Phone No.	480-969-5516	FAX No.	480-969-0271
E-mail	j.erichsen@BINGHAM EQUIPMENT.COM		
Company Tax Information:			
Arizona Transaction Privilege (Sales) Tax No.	07-4732956 Or		
Arizona Use Tax No.			
Federal I.D. No.	86-0139051		
City & State Where Sales Tax is Paid	MESA, AZ		
If a Tempe based firm, you must indicate your Tempe Transaction Privilege (Sales) Tax No.			

THIS PROPOSAL IS OFFERED BY

Name of Authorized Individual (Type or Print in ink) JAY ERICHSEN

Authorized Individual's Title (Type of Print in ink) BOBCAT SALES

REQUIRED SIGNATURE OF AUTHORIZED PROPOSAL OFFEROR (Must Sign in Ink)

By signing this Bid Offer, Bidder acknowledges acceptance of all terms and conditions contained herein and that prices offered were independently developed without consultation with any other bidder or potential bidder. In accordance with A.R.S. 35-397, the offeror hereby certifies that it does not have scrutinized business operations in Iran or Sudan. Failure to sign and return this form with bid response will result in a non-responsive bid response.



Signature of Authorized Proposal Offeror
Form 201-B (RFP)
(H/RFP 3-2002)

11-26-2008
Date

Specifications

Desired minimum specification for loaders are shown below. Any exceptions to the desired specifications must be explained.

Information provided to Specification response numbers 58 through 78 will be evaluated to determine suitability of unit for use by the City. Suitability will solely be determined by the City of Tempe.

Item	Description	Vendor Response		
		Yes	No	Exception
	General			
1.	Rated operating capacity – minimum 1,500 lbs	✓		
2.	4 cylinder, 4 stroke, water cooled diesel engine. Engine shall be sized to operate an A/C unit if requested by the City	✓		
3.	Full flow engine oil filter – spin on preferred	✓		
4.	Low oil pressure/high engine coolant temperature shut down system is required	✓		
5.	Exhaust to include spark arrestor muffler with discharge to the rear of the machine	✓		
6.	Minimum 12 gallon fuel tank capacity	✓		
7.	Fuel filter with water separator – spin on preferred	✓		
8.	Heavy duty cooling system with coolant filter - spin on preferred		✓	BOBCAT DOESNT REQUIRE FILTER
9.	Do you guarantee your unit to operate in dusty conditions at ambient air temperatures of 125° F without overheating	✓		
10.	Air cleaner, dry type dual element with restriction indicator.	✓		
11.	Hydraulic oil cooler required	✓		
12.	Hydraulic system fully filtered – spin on cartridge preferred	✓		
13.	Hydraulic pressure lines - combination of steel lines and steel reinforced, double wire braid construction hoses built to withstand a pressure equal to four (4) times maximum pump output	✓		
14.	Hydraulic cylinders shall be double-acting. Chrome rods are preferred	✓		
15.	Electric horn equipped	✓		
16.	Back up alarm equipped	✓		
17.	12 volt system	✓		
18.	Key start with 3 sets of keys	✓		
19.	All circuits fused or circuit breaker protected.	✓		

Item	Description	Vendor Response		
		Yes	No	Exception
20.	Heavy duty alternator	✓		
21.	Battery(ies) heavy duty maintenance free	✓		
22.	Battery disconnect switch is required	✓		
23.	Fully hydrostatic 4-wheel drive	✓		
24.	Infinitely variable hydrostatic tandem pumps driving 2 fully reversing hydrostatic driver motors preferred	✓		
25.	Final drive system incorporating dual #80 HS endless roller chain preferred	✓		
26.	Final drive chains must be contained inside a sealed chain case with oil bath lubrication	✓		
27.	Final drive axles to be a minimum of 2" diameter	✓		
28.	Tires, solid rubber, smooth tread design vulcanized to rim required	✓		
29.	Lockout system is required to disable travel and loader functions until the operator is seated and the safety system is engaged.	✓		
30	An enclosed operator cab with side screens is required. Cab shall meet the most current SAE standards for Rollover Protection (ROP) and Falling Object Protection (FOP)	✓		
31	Operator cab shall tip up or slide out of the way for ease of maintenance.	✓		
32.	A safety prop is required to prevent the cab from causing injury during servicing	✓		
33.	Two (2) rear view convex style mirrors, approximately 4" round shall be included	✓		
34.	"D" rings on all four corners for securing unit to trailer	✓		
35.	Color – standard factory	✓		
36.	One (1) complete operator manual with video materials	✓		
37.	One (1) complete technical service	✓		
38.	One (1) complete parts manual	✓		
39.	One (1) complete engine service manual	✓		
	Lights			
40.	Two (2) front mounted work lights. Switch controlled, fuse or circuit breaker protected	✓		
41.	Two (2) rear mounted work lights. Switch controlled, fuse or circuit breaker protected	✓		
42.	Rear marker lights	✓		

Item	Description	Vendor Response		
		Yes	No	Exception
43.	One (1) amber strobe light mounted on the cab providing full 360 degree visibility	✓		
	Bucket			
44.	Capacity of 0.5 cubic yard minimum	✓		
	Size of bucket	60"		
45.	Width – maximum 61"	✓		
	Size of bucket	60"		
46.	Bolt on cutting edges	✓		
	Grapples			
47.	Two (2) grapples, each individually activated by a dedicated hydraulic cylinder	✓		
48.	Cylinders for grapples must be shielded – cylinder and hose mounting locations must preclude damage from debris	✓		
49.	Hose connections shall be inboard. All connections fully shielded to prevent damage.	✓		
	The loader operating conditions shall be monitored by a combination of gauges and warning lights in the operators' line of site. Indicate what type of device is utilized, eg gauge, warning light, etc.			
50.	Air filter Restriction	✓		
	Type:	ALARM + LIGHT		
51.	Engine coolant temperature	✓		
	Type:	GAUGE + ALARM + LIGHT		
52.	Engine Oil pressure	✓		
	Type:	ALARM + LIGHT		
53.	Fuel	✓		
	Type:	GAUGE + ALARM + LIGHT		
54.	System voltage	✓		
	Type:	ALARM + LIGHT		
55.	Engine Hour Meter	✓		
	Type:	GAUGE		
56.	Hydraulic Oil Temperature	✓		
	Type:	ALARM + LIGHT.		

Unit Specifications	
57.	Brand and Model Number: BOBCAT S150
58.	State SAE HP of unit: 49
59.	Max gross torque: 109.6 ft lb @ 1650 RPM
60.	Rated operating capacity of loader: 1500 LBS
61.	Operating weight of unit: 5935
62.	Size of Fuel Tank: 24
63.	Estimated fuel consumption, gph, under normal working conditions: 1.8 GPH
64.	State amperage and manufacturer of alternator: 90 AMP BOBCAT
65.	Fully describe steering, throttle, lift, tilt and grapple operating controls: BOBCAT CONTROLS
66.	Ground clearance: 7.5"
67.	Lift Break-out force: 3200 LBS
68.	Turning radius – center to bucket: 82.4"
69.	Static tipping load: 3,000 LBS
70.	Forward travel speed – maximum: 7.3 STD 11.1 OPTIONAL 2SPEED
71.	Overall length of unit with bucket: 130.3
72.	Boom and bucket work cycle – in seconds
73.	Raising time loaded: 3.3
	Bucket dump: 2.5
	Lower lift arms: 2.2
	Hydraulic pump – type: ENGINE DRIVEN, GEAR TYPE
74.	Hydraulic pump – GPM rating: 16.9
75.	Minimum interior cab width: 33"
76.	Include details on maintenance features to include overall design and access to all components:
77.	TILT CAB, ENGINE MOUNTED SIDEWAYS ALL FILTERS LOCATED BEHIND REAR DOOR. MAINTENANCE FREE DRIVE CHAINS.
78.	Warranty offered on loader: 1 YEAR FULL 2ND YEAR POWERTRAIN

*
 OPTIONAL WARRANTY LISTED
 IN PAGE 26 OPTIONS.

Proposal Questionnaire

Proposer must submit (with their Proposal response) answers to each question, plus additional supporting documentation to further explain their Proposal. A thorough answer is necessary to fully evaluate each Proposal response. This information will be used during the evaluation process.

1. Does your submittal conform to all requested specifications?

Yes ___ No

8 COOLANT FILTER BOBCAT DOES NOT
REQUIRE FILTER. CAN BE ADDED.
LISTED WITH OPTIONS.

2. Please state three reference to which you have supplied similar equipment

Company	Contact Name	Phone Number
ADOT	DAVE BEZOLEMAN	602-712-6505
CITY OF PHOENIX	ROSS LABAZIE	602-262-4788
DICKENS DEMOLITION	RICHARD DICKENS	602-258-8088

3. Training to be provided for service technicians

AT TEMPE LOCATION UP TO 4 HOURS

4. Training to be provided for operators

AT TEMPE LOCATION UP TO 4 HOURS

5. Do you have a local parts and service center with a full line of replacement parts and qualified factory service personnel is preferred. City of Tempe staff may perform a site visit of the potential successful vendor's parts and service facility to determine adequate (based on City of Tempe evaluation) parts availability and stock on hand, prior to RFP award. Indicate address for parts below.

Yes No ___ BUNHAM EQUIPMENT
1655 SO. COUNTRY CLUB DR. MESA AZ 85210

If NO, explain in detail how replacement parts and service are to be obtained and the timeframe involved

6. Do you have demonstration vehicle available locally for evaluation?

Yes No

7. What is the delivery time ARO for vehicle 60 DAYS
Requested delivery time is 120 day or less.

8. Is an enclosed cab and air conditioning package available for the loader you have bid?

Yes No

9. Do you agree to the Terms and Conditions of this RFP

Yes No

Company Name: BILHAM EQUIPMENT
PRICE SHEET

ITEM NO.	DESCRIPTION OF REQUIRED MATERIAL, SERVICE OR CONSTRUCTION	QTY	UNIT	UNIT PRICE	EXTENDED PRICE
1.	Skid Steer Loader	2	Ea	\$ <u>22,789⁰⁰</u>	\$ <u>45,578⁰⁰</u>
2.	OPTIONAL - Enclosed ROPS cab with air conditioner	2	Ea	\$ <u>3,250⁰⁰</u>	\$ <u>6,500⁰⁰</u>
3.	Trade in of City of Tempe Unit 1	1	Ea		(\$ <u>11,000⁰⁰</u>)
4.	Trade in of City of Tempe Unit 2	1	Ea		(\$ <u>11,000⁰⁰</u>)
Total					\$ <u>30,078⁰⁰</u>

Options Offered	Unit Price
Description	Price
<u>36 MONTH / 2000 HR WARRANTY</u>	\$ <u>910⁰⁰</u>
	\$ _____
<u>36 MONTH / 3000 HR WARRANTY</u>	\$ <u>1315⁰⁰</u>
	\$ _____
<u>60" LO/PRO DIRT BUCKET</u>	\$ <u>484⁰⁰</u>
	\$ _____
<u>COOLANT FILTER</u>	\$ <u>500⁰⁰</u>
	\$ _____
<u>2 SPEED OPTION</u>	\$ <u>923⁰⁰</u>
	\$ _____
	\$ _____
	\$ _____

* Applicable Tax 6.3%

* State correct jurisdiction to receive sales tax on the Vendor's Bid Offer, form CS-P201 (B) included in this Invitation for Bid document.

Less prompt payments discount terms of 0% 0 days/ or Net 30 days. (To apply after receipt and acceptance of an itemized monthly statement.) For bid evaluation purposes, the City cannot utilize pricing discounts based upon payments being made in less than 30 days from receipt of statement.

Standard Unit

Unit Specifications					
1.	Brand and Model Number: BOBCAT S150				
2.	State SAE HP of unit: 46 h.p.				
3.	Max gross torque: 109.6 ft lb @ 1650 RPM				
4.	Rated operating capacity of loader: 1500lbs				
5.	Operating weight of unit: 5935lbs				
6.	Size of Fuel Tank: 24 gallons				
7.	Estimated fuel consumption, gph, under normal working conditions: 1.8 gph				
8.	State amperage and manufacturer of alternator: 90amp Bobcat				
9.	Fully describe steering, throttle, lift, tilt and grapple operating controls: direction and speed controlled by two hand levers				
	Hand throttle lift and tilt controlled by two separate foot pedals				
	Grapple controlled by electrical switch on L.H. steering lever				
10.	Ground clearance: 7.5"				
11.	Lift Break-out force: 3200lbs				
12.	Turning radius – center to bucket: 82.4"				
13.	Static tipping load: 3101lbs				
14.	Forward travel speed – maximum: 7.3mph				
15.	Overall length of unit with bucket: 130.3"				
16.	Boom and bucket work cycle – in seconds				
	Raising time loaded: 3.3				
	Bucket dump: 2.5				
	Lower lift arms: 2.2				
17.	Hydraulic pump – type: Gear				
18.	Hydraulic pump – GPM rating for unit bid: 16.9				
19.	Minimum interior cab width: 29"				
20.	Include details on maintenance features to include overall design and access to all components:				
	Air cleaner, alternator, battery, radiator, oil cooler, engine oil				
	And filters, engine oil drain and dipstick, fuel fill, hyd. oil fill, and starter all accessible behind rear door. Cab tilts back				
21.	State Standard Deliver time 45 days				
22.	Warranty offered on loader: 1 year complete 2 year powertrain				
Pricing					
	Description	Qty	Unit	Unit Price	Extended Price
1.	Standard Skid Steer Loader	2	Ea	\$20,703.00	\$41,406.00
2.	Trade in of City of Tempe Unit 1	1	Ea		(\$11,000.00)
3.	Trade in of City of Tempe Unit 2	1	Ea		(\$11,000.00)
	Total				\$19,406.00

Best + Final 09-06-03

Bingham Equipment

Unit with enclosed cab and Air Conditioning

Unit Specifications					
1.	Brand and Model Number: BOBCAT S160				
2.	State SAE HP of unit: 56 h.p.				
3.	Max gross torque: 148 ft lb @ 1425 RPM				
4.	Rated operating capacity of loader: 1600lbs				
5.	Operating weight of unit: 5965lbs				
6.	Size of Fuel Tank: 24 gallons				
7.	Estimated fuel consumption, gph, under normal working conditions: 2.7 gph				
8.	State amperage and manufacturer of alternator: 90amp Bobcat				
9.	Fully describe steering, throttle, lift, tilt and grapple operating controls: direction and speed controlled by two hand levers				
	Hand throttle lift and tilt controlled by two separate foot pedals				
	Grapple controlled by electrical switch on L.H. steering lever				
10.	Ground clearance: 7.5"				
11.	Lift Break-out force: 2900lbs				
12.	Turning radius – center to bucket: 82.4"				
13.	Static tipping load: 3301lbs				
14.	Forward travel speed – maximum: 7.3mph				
15.	Overall length of unit with bucket: 130.3"				
16.	Boom and bucket work cycle – in seconds				
	Raising time loaded: 3.3				
	Bucket dump: 2.5				
	Lower lift arms: 2.2				
17.	Hydraulic pump – type: Gear				
18.	Hydraulic pump – GPM rating for unit bid: 16.9				
19.	Minimum interior cab width: 29"				
20.	Include details on maintenance features to include overall design and access to all components:				
	Air cleaner, alternator, battery, radiator, oil cooler, engine oil				
	And filters, engine oil drain and dipstick, fuel fill, hyd. oil fill, and starter all accessible behind rear door. Cab tilts back				
21.	State Standard Deliver time 45 days				
22.	Warranty offered on loader: 1 year complete 2 year powertrain				
Pricing					
	Description	Qty	Unit	Unit Price	Extended Price
1.	Skid Steer Loader with enclosed cab and air conditioning	2	Ea	\$23,832.00	\$47,664.00
2.	Trade in of City of Tempe Unit 1	1	Fa		(\$11,000.00)
3.	Trade in of City of Tempe Unit 2	1	Ea		(\$11,000.00)
	Total				\$25,664.00

Best + Final 09-063 Bingham Equipment

