COUNTY AGENDA REQUEST

Department:	Road	Presenter(s):	Andy Adams
Meeting Date:	Thursday, June 27, 2013	Type of Request:	Consent

Wording for the Agenda:

Approval of staff's recommendation to award Bid #859 and Alternative Bid #2 to Tractor & Equipment Company, in the amount of $342,712.85, for the purchase of a Gradall XL4100 Wheeled Excavator with a 60" ditching bucket, 48" excavating bucket, and a tree limb shear, and authorization for the Chairman to sign any contract or related documents pertaining to this request.

Background/History/Details:

The Road Department has a 2002 Gradall that is used extensively for maintenance and repair of the County right-of-way. The existing Gradall is in poor condition and replacement is recommended because of the frequent use and importance of this equipment for maintenance operations.

Bid #859 is for the purpose of purchasing a wheeled excavator that meet or exceed the specifications of a Gradall XL4100. Tractor & Equipment Company of Forest Park submitted the only bid since they are authorized Gradall representative for this area. Included in this bid is the option to trade in certain pieces of older equipment to lower the initial purchase price.

Included in this request is authorization to declare as surplus and authorization to dispose of either by trade, auction or the GovDeals website the following pieces of equipment: 2002 Gradall asset # 11451, Caterpillar 621B Scraper Pan asset # 10686, 1985 Cat 120G motorgrader asset # 10688.

See attached "Alternative #2" for recommended alternative including surplus options.

What action are you seeking from the Board of Commissioners?

Approval of staff's recommendation to award Bid #859 and Alternative Bid #2 to Tractor & Equipment Company, in the amount of $342,712.85, for the purchase of a Gradall XL4100 Wheeled Excavator with a 60" ditching bucket, 48" excavating bucket, and a tree limb shear, and authorization for the Chairman to sign any contract or related documents pertaining to this request.

If this item requires funding, please describe:

$300,000 has been allocated in the FY 2013 CIP for this acquisition (Acct# 61040220-542150 3220C). Recommended Alternative Bid #2 including the surplus allowances (see above) to lower the overall purchase cost of the Gradall to under $300,000.00.

Has this request been considered within the past two years?	No	If so, when?	
Is Audio-Visual Equipment Required for this Request?*		Backup Provided with Request?	Yes

**** All audio-visual material must be submitted to the County Clerk's Office no later than 48 hours prior to the meeting. It is also your department's responsibility to ensure all third-party audio-visual material is submitted at least 48 hours in advance.***

Approved by Finance	Yes	Reviewed by Legal	
Approved by Purchasing	Yes	County Clerk's Approval	Yes
Administrator's Approval			

Staff Notes:

Note: Net purchase cost is $295,212.85 - purchase price of $342,712.85 less surplus equipment ($47,500) trade-in value.

BACKGROUND INFORMATION:

On November 20, 2012 bids were received for a new Gradall for the Road Department. Unfortunately only one bid was received. We realize that whenever only one bid is received, questions are usually asked:

- What's wrong with this bid?
- Is there an alternative?
- Should we proceed with this?

The following explains what this piece of equipment is and why we are pursuing the purchase.

Why was only one bid received?
Tractor & Equipment Company of Forest Park, Georgia, is the authorized Gradall representative for this area.

What is a Gradall?
A Gradall is a highly mobile excavator mounted on wheels. It can be driven like a truck at normal highway speeds. This piece of equipment is very desirable and useful because of its weight, strength and mobility. It does not have to be mounted onto a trailer to be transported. Response time and mobilization time is fast, which is an attractive feature to local government road maintenance crews. Personnel that respond to after-hours calls find this highly mobile piece of equipment to be particularly beneficial. Removing trees from the road or cleaning out a roadside ditch can be handled efficiently and then the equipment can be quickly mobilized to the next location.

What other piece of equipment have been considered?
Badger Equipment Company offers a smaller version. We met with company representatives in 2012 that were considering establishing a business representative in the southeast United States. During this meeting they indicated Badger had plans to begin manufacturing a larger machine that would be a serious competitor to the Gradall XL4100. Later I was told that the plans are for the distant future and no date for manufacture has been set.

Caterpillar offers a slightly different machine. They have 5 basic models wheeled excavators, (M313D, M315D, M316D, M318D, M322D), with the main difference being size. The Caterpillar offers some very attractive competitive features to the Gradall XL4100 **with one serious exception**: It is not made to be as mobile as the Gradall. It has a top speed of 16 - 23 mph (depending on model). The mobility of a Gradall (59 mph) is the distinguishing feature that makes it so attractive. Even though the digging capabilities of the 2 machines are comparable, the ability to quickly and efficiently move from place to place is different. This difference makes it difficult to say that these 2 machines are approximately equivalent.
<u>What difference would this really make?</u> This machine is rarely used on long-term construction projects. It is used nearly exclusively in the maintenance of roads and right-of-way. It is not uncommon for us to use this piece of equipment at 5 or 6 different locations is a single day, particularly after storms when clearing the road is top priority. To move a slow-moving piece of equipment you normally either 1) Load it onto a trailer, or 2) Have an escort vehicle accompany

it. This boils down to efficiency: additional time and additional personnel to do what could be done quickly by a single person.

For example: At night, when we get called in to clear the road after a storm, 1 to 2 people generally respond. The Gradall can be quickly and easily driven to the location. Between December 12, 2010 and March 6, 2013, we were called out 107 times at night. We used the Gradall 43 of these times. 38 of these were for trees, 1 was for a dead horse, 1 was for a guardrail that was sticking out in the road due to an accident.

Bid #859 – Gradall – Opened November 20, 2012

As bid:

$321,804.00	Base bid without options or trade-in
$ 3,806.64	Option – 60” Ditching bucket
$ 3,998.79	Option – 60” Ditching bucket with bolt-on cutting edge
$ 5,098.96	Option – 48” Excavating bucket
$11,811.10	Option – tree limb shear
$ 3,019.60	Option – Single Tooth Ripper
($10,500.00)	Option to trade in the old Gradall
($ 6,000.00)	Option to trade in the John Deere pan
($ 7,500.00)	Option to trade in one CAT 621 Pan
($29,500.00)	Option to trade in the CAT 120G Motorgrader

Alternative # 1:

$321,804.00	Base bid without options or trade-in
	Option – 60” Ditching bucket
$ 3,998.79	Option – 60” Ditching bucket with bolt-on cutting edge
$ 5,098.96	Option – 48” Excavating bucket
$11,811.10	Option – tree limb shear
	Option – Single Tooth Ripper
	Option to trade in the old Gradall
	Option to trade in the John Deere pan
	Option to trade in one CAT 621 Pan
	Option to trade in the CAT 120G Motorgrader
$342,712.85	Total Price
$300,000.00	CIP Allocation

Alternative # 2: **RECOMMENDED Alternative**

$321,804.00	Base bid without options or trade-in
	Option – 60” Ditching bucket
$ 3,998.79	Option – 60” Ditching bucket with bolt-on cutting edge
$ 5,098.96	Option – 48” Excavating bucket
$11,811.10	Option – tree limb shear
	Option – Single Tooth Ripper
($10,500.00)	Option to trade in the old Gradall
	Option to trade in the John Deere pan
($ 7,500.00)	Option to trade in one CAT 621 Pan
($29,500.00)	Option to trade in the CAT 120G Motorgrader
$295,212.85	**Total Price**
$300,000.00	CIP Allocation