

2. ~~4EA~~ 3 EA. TANDEM AXLE DUMP TRUCKS EQUIPPED WITH SALT/SAND SPREADER AND LIQUID ANTI-ICING & DE-ICING SYSTEM -- FLEET MANAGEMENT**FUNDING -- FLEET MANAGEMENT**

(Request sent to 75 vendors)

RFP #20-0035 S/C #Pending

Description	Qty.	Summit Truck Group Option #1 (Fleetpride)		Summit Truck Group Option #2 (Mastertech)		Truck Center Companies Proposal #1 (Mastertech)	
		Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price
1. Tandem Axle Dump Trucks Equipped with Salt/Sand Spreader and Liquid Anti-Icing & De-Icing System	4	\$211,134.51	\$844,538.04	\$203,756.02	\$815,024.08	\$196,935.00	\$787,740.00
						3 ea. \$199,008.00	\$597,024.00
Make & Model		2021 Fleetpride HV607 SBA		2021 Mastertech HV607 SBA		2021 Freightliner 108SD	
Operator Manuals	4	Included		Included		Included	
Parts Manuals	4	\$281.50	\$1,126.00	\$281.50	\$1,126.00	Included	
Repair Manuals	4	Included with Parts Manuals		Included with Parts Manuals		Included	
Grand Total		\$845,664.04		\$816,150.08		\$597,024.00	
Order Cut Off Date		8/23/2020		8/23/2020		9/30/2020	
Delivery Date		180 Days ARO		210 Days ARO		Feb-21	
Acknowledge Addenda		Yes		Yes		Yes	
Option #1							
Diagnostic Software		Included		Included		\$500.00	
Technician Training on Engine Components		Included		Included		\$500.00	
Non-Warranty Contract Pricing							
		Year 1		Year 1		Year 1	
Hourly Labor Rate		\$145.00		\$145.00		\$125.00	
Parts/Cost + Markup		30%		30%		28%	
Freight charge, pick-up and delivery (1 way)		\$0		\$0		\$50.00	
		Year 2		Year 2		Year 2	
Hourly Labor Rate		\$145.00		\$145.00		\$130.00	
Parts/Cost + Markup		30%		30%		28%	
Freight charge, pick-up and delivery (1 way)		\$0		\$0		\$50.00	
		Year 3		Year 3		Year 3	
Hourly Labor Rate		\$145.00		\$145.00		\$135.00	
Parts/Cost + Markup		30%		30%		28%	
Freight charge, pick-up and delivery (1 way)		\$0		\$0		\$50.00	

Description	Qty.	Truck Center Companies Proposal #2 (Fleetpride)		Truck Center Companies Proposal #3 (Midwest Truck)		Truck Center Companies Proposal #4 (Henderson)	
		Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price
1. Tandem Axle Dump Trucks Equipped with Salt/Sand Spreader and Liquid Anti-Icing & De-Icing System	4	\$204,312.00	\$817,248.00	\$205,626.00	\$822,504.00	\$176,781.00	\$707,124.00
Make & Model		2021 Freightliner 108SD		2021 Freightliner 108SD		2021 Freightliner 108SD	
Operator Manuals	4	Included		Included		Included	
Parts Manuals	4	Included		Included		Included	
Repair Manuals	4	Included		Included		Included	
Grand Total		\$817,248.00		\$822,504.00		\$707,124.00	
Order Cut Off Date		9/30/2020		9/30/2020		9/30/2020	
Delivery Date		Apr-21		Mar-21		2 ea. Immediate delivery; 2 ea. March 2021	
Acknowledge Addenda		Yes		Yes		Yes	
Option #1							
Diagnostic Software		\$500.00		\$500.00		\$500.00	
Technician Training on Engine Components		\$500.00		\$500.00		\$500.00	
Non-Warranty Contract Pricing							
		Year 1		Year 1		Year 1	
Hourly Labor Rate		\$125.00		\$125.00		\$125.00	
Parts/Cost + Markup		28%		28%		28%	
Freight charge, pick-up and delivery (1 way)		\$50.00		\$50.00		\$50.00	
		Year 2		Year 2		Year 2	
Hourly Labor Rate		\$130.00		\$130.00		\$130.00	
Parts/Cost + Markup		28%		28%		28%	
Freight charge, pick-up and delivery (1 way)		\$50.00		\$50.00		\$50.00	
		Year 3		Year 3		Year 3	
Hourly Labor Rate		\$135.00		\$135.00		\$135.00	
Parts/Cost + Markup		28%		28%		28%	
Freight charge, pick-up and delivery (1 way)		\$50.00		\$50.00		\$50.00	
Description		Qty.	WKI Operations, Inc. dba Wichita Kenworth				
			Unit Price	Extended Price			
1. Tandem Axle Dump Trucks Equipped with Salt/Sand Spreader and Liquid Anti-Icing & De-Icing System		4	\$211,074.00	\$844,296.00			
Make & Model		2021 Kenworth 1440					
Operator Manuals		Included					
Parts Manuals		Included					
Repair Manuals	4	\$380.00	\$1,520.00				
Grand Total		\$845,816.00					
Order Cut Off Date		7/13/2020					
Delivery Date		3/1/2021					
Acknowledge Addenda		Yes					

	Option #1		
Diagnostic Software	N/A		
Technician Training on Engine Components	N/A		
	Non-Warranty Contract Pricing		
	Year 1		
Hourly Labor Rate	\$159.00		
Parts/Cost + Markup	30%		
Freight charge, pick-up and delivery (1 way)	\$75.00		
	Year 2		
Hourly Labor Rate	\$159.00		
Parts/Cost + Markup	30%		
Freight charge, pick-up and delivery (1 way)	\$75.00		
	Year 3		
Hourly Labor Rate	\$159.00		
Parts/Cost + Markup	30%		
Freight charge, pick-up and delivery (1 way)	\$75.00		
No Bid	Altec Industries, Inc.	Andy Mohr Truck Center	Bobcat of Salina
	Cummings McGowen & West, Inc.	Foley Equipment	G.W. Van Keppel Company
	Kansas City Freightliner Sales, Inc.	Key Equipment & Supply Co.	Leachrod, LLC
	MHC Kenworth Salina	Nelson, Inc.	Prairieland Partners - Wichita
	Ravenscraft Implement	Victor L. Phillips Co.	White Star Machinery

On behalf of Fleet Management and Public Works, recommend to **accept the proposal from Truck Center Companies Proposal #1 (Mastertech) for three (3) trucks for a total amount of \$597,024.00 and establish contract pricing for Option #1 and Non-Warranty items for three (3) years at the rates listed above.**

An evaluation committee comprised of Penny Poland, Robert Austin, and Gerard Martin - Fleet Management; Jon Medlam - Public Works; Mark Sroufe - Lake Afton Park; and Britt Rosencutter - Purchasing evaluated the proposals based on the criteria set forth in the RFP. The committee unanimously agreed to accept the proposal from Truck Center Companies (Master Tech).

These trucks are used to haul a variety of items and are used daily. They haul materials to job sites on the roadways, bridge projects, and stream maintenance. Materials like sand, asphalt, dirt, rock for rock shouldering projects, rip-rap around bridges and streams, chip rock for roadway scrub seal, and other items that need to be hauled to project sites. They haul trees and debris from streams and bridges. They are utilized in the event of a natural disaster. The trucks will have spreaders and plows put on them to be used during snow and ice operations, and spray tanks to anti-ice before a snow event.

The approval of this item will be contingent on the approval of additional budget authority to Fleet contingency, which is to be considered at the August 19th Commission meeting during Consent Agenda.

Notes:

Vehicles being replaced:

0172 2010 Kenworth T470 3BKBL50XXAF268704 Points - 16.1 - 7,499 hours equates to 247,467 miles on the engine, actual odometer 156,738

0154 2010 Kenworth T470 3BKBL50X5AF268707 Points - 17.0 - 6,391 hours equates to 210,903 miles on the engine, actual odometer 125,203

0060 2011 Peterbuilt 365 1NPSL50X7BD120148 Points - 17.5 - 7,400 hours equates to 244,200 miles on the engine, actual odometer 201,253

~~0193 2011 Peterbuilt 365 1NPSL50X5BD120147 Points - 17.4 - 8,200 hours equates to 270,600 miles on the engine, actual odometer 213,709~~

These are replacement vehicles for Public Works. Surplus vehicles will be sold on Purple Wave, Inc.

Truck Center Companies Proposal #4 did not meet specifications in the following areas:

The trailer hitch, as designed, will not allow the operator to use the shoulder machine or the chip spreader.

The sand spreader does not meet specifications and it doesn't include anti-icing capabilities.

The front axle is lighter.

The wheels, as quoted, are steel not aluminum.

Rear suspension, fuel tank, and DEF tank do not meet specifications.

Questions and Answers

Russell Leeds: I have a question about the clarification on the Truck Center Companies bids. We had four (4) proposals from Truck Center Companies. One of them is Henderson and one of them is Midwest Truck, explain to me how that works.

Penny Poland: Sometimes vendors, when they receive a piece of equipment, they then send it out to another vendor to have the dump bed and spreader put on. In this case, that is what this is. They are giving us quotes from two (2) different vendors.

Russell Leeds: Just to have it clear in my head, Truck Center Companies is the one who is bidding but they are using equipment from Henderson for Proposal #4 and from Mastertech for Proposal #1.

Penny Poland: That is correct.

Russell Leeds: So it's the same bidder and they are using a separate company to fill part of that order.

Penny Poland: Correct.

Ellen House: What was it about Proposal #4 that didn't meet your needs since it's less?

Penny Poland: There were a couple of things that it did not meet. The most important is going to be the trucks in Proposal #4 has a hitch on the back. That hitch removes the possibility of Public Works from using the shoulder machine and the chip spreader, which that is a function of the dump trucks currently in their process. Another big thing is these trucks do not have the spraybar on the spreader that allows the trucks to pretreat the roads with anti-icing materials.