

COUNCIL WORKSHOP ITEM

ITEM: Supply and Installation of Dump Bodies and Snow Removal Equipment for Cabs and Chassis

DATE: August 18, 2003

PREPARED BY: John J. Bajor, Jr., Public Works Director
Stan Balicki, Support Services Manager

PURPOSE: Authorize Purchase

BID AMOUNT: \$231,287.20	ACCOUNTS: 530.342.0000.5836	
	530.343.0000.5836	
	530.344.0000.5836	
	530.393.0000.5836	
	001.349.0000.5831	

BUDGET AMOUNT: **\$280,179.00**

DISCUSSION:

Staff has continued implementing this year’s adopted Fleet Replacement Plan by researching, specifying and obtaining pricing information on dump bodies and snow removal equipment that will be used to outfit the four (4) cabs and chassis approved for purchase by the Village Council earlier this month. Requests for Proposals (RFPs) were sent to six (6) truck equipment firms on July 25, 2003. Two proposals were received by the due date of August 8, 2003. Vendors not submitting proposals noted most frequently that not being able to meet the specifications was their reason for not submitting. Pricing was as follows:

	Auto Truck, Inc. Bensenville, IL	Lindco Equipment Sales Merrillville, IN
Single Axle Truck	\$53,495	\$53,145
Tandem Axle Truck with Wing Plow	\$61,725	\$56,042
Tandem Axle Truck with Underbody Plow	\$57,525	\$55,306
Tandem Axle Truck with Underbody Plow	\$57,525	\$55,306
Total	\$230,270.00	\$219,799.00

Proposals were evaluated to ensure that vendors complied with specifications. Both Lindco and Auto Truck did so. Both vendors have also built strong reputations in the truck equipment industry and either would deliver a sound product. Bob Schiller, Assistant Director of Public Works – Operations and John Tucker, one of Public Works’ Snow Supervisors, conducted vendor interviews in conjunction with Fleet Services on Thursday, August 14. Equipment specifications were discussed, as was the vendor’s approach to the work and their ability to deliver a quality product quickly. Lindco estimated a shorter turnaround time (December) than Auto Truck (January) which was an important operational consideration. In addition, Lindco came to the interview with representatives from each equipment supplier that would be

contributing to the project. This impressed the staff interview team and seemed to demonstrate Lindco's commitment and desire for the work.

As part of the interview process with Lindco, staff was able to explore equipment options that would improve the operation and/or maintenance of the vehicles. Staff requested that Lindco provide supplementary pricing information on these options and requests that they be included in the purchase as the base price provided by Lindco is approximately \$60,000 under budget. These options are detailed in the attached letter and equate to \$11,488.20 in added cost. These options are the result of observations and suggestions Lindco and their suppliers made during the interview process that staff believes will provide more effective equipment. Auto Truck did not offer similar comments.

A summary of the overall costs for completed units (cab/chassis and body/snow equipment) to the Village is as follows:

Account	Budget	Cab and Chassis Net Cost (TransChicago Truck Group)	Dump Body/Snow Equipment Cost (Lindco)	Total Cost
530.342.0000.5836	\$119,882	\$52,375	\$58,435.91	<i>\$110,810.91</i>
530.343.0000.5836	\$119,882	\$52,375	\$58,337.43	<i>\$110,712.43</i>
530.344.0000.5836 (upgraded unit from 5- ton to 10-ton)	\$100,170	\$56,975	\$58,337.43	<i>\$115,312.43</i>
530.393.0000.5836	\$100,170	\$50,550	\$56,176.43	<i>\$106,726.43</i>
001.349.0000.5831	\$52,350	\$0	\$0	<i>\$0</i>
Total	\$492,454.00	\$212,275.00	\$231,287.20	<i>\$443,562.20</i>

A total of \$440,104 is budgeted in the Equipment Replacement Fund for these four plow trucks. Additionally, \$52,350 is budgeted in the Public Works Department Snow Program Budget (349) earmarked for snow equipment purchases. \$3,458.20 will be paid from the Snow Program Budget to cover the amount beyond that budgeted in the Equipment Replacement Fund leaving a balance of \$48,891.80. This year it was determined that the full budget amount was not necessary as existing front plows are in satisfactory condition. New front plows cost approximately \$10,000 apiece. Staff evaluates the condition of existing front plows annually as vehicle replacements are being considered.

ATTACHMENT:

- 1) Bid Forms for Auto Truck and Lindco Equipment Sales
- 2) Supplementary information and pricing from Lindco

RECOMMENDATION:

Staff recommends that the Village Council consider awarding a purchase to Lindco Equipment Sales, Inc. for the supply and installation of dump bodies and snow removal equipment in the amount of \$231,287.20.

CONTRACT FORM

The undersigned proposes to furnish and install at the price indicated and conforming to the attached Village of Downers Grove specifications the following: **One (1) cross-memberless type dump body, complete with the components described herein** delivered F.O.B. to the Village of Downers Grove Fleet Services Facility, 700 Curtiss, Downers Grove, IL 60515.

Date of Proposal: August 6, 2003

Unit Bid Price:

Net cost to the Village of Downers Grove F.O.B. Village fleet facility for one (1) unit.

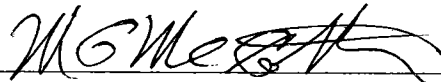
\$ 53,495.00

Offeror Name: Auto Truck, Inc. Date: 08/06/2003

Address: 1200 N. Ellis St. Telephone #: (630) 860-5600

City, State, Zip: Bensenville, IL 60106 Fax #: (630) 860-5631

To be completed by legal offeror authorized to execute a contract:

Signature: 

Print Name: M.G. McCotter

Title: Secretary

IV. BID/CONTRACT FORM

CONTRACT FORM

The undersigned proposes to furnish and install at the price indicated and conforming to the attached Village of Downers Grove specifications the following: **Three (3) cross-memberless type dump bodies, complete with the components described herein** delivered F.O.B. to the Village of Downers Grove Fleet Services Facility, 700 Curtiss, Downers Grove, IL 60515.

Date of Proposal: August 6, 2003

Unit Bid Price:

Net cost to the Village of Downers Grove F.O.B. Village fleet facility for two (2) units with underbody plows; no wing plow. \$ 115,050.00


Net cost to the Village of Downers Grove F.O.B. Village fleet facility for one (1) unit substitute wing plow for underbody plow. \$ 61,725.00

Offeror Name: Auto Truck, Inc. Date: 8/6/2003

Address: 1200 N. Ellis St. Telephone #: (630) 860-5600

City, State, Zip: Bensenville, IL 60106 Fax #: (630) 860-5631

To be completed by legal offeror authorized to execute a contract:

Signature: 

Print Name: M. Gage McCotter

Title: Secretary/Treasurer

CONTRACT FORM

The undersigned proposes to furnish and install at the price indicated and conforming to the attached Village of Downers Grove specifications the following: **One (1) cross-memberless type dump body, complete with the components described herein** delivered F.O.B. to the Village of Downers Grove Fleet Services Facility, 700 Curtiss, Downers Grove, IL 60515.

Date of Proposal: August 5, 2003

Unit Bid Price:

Net cost to the Village of Downers Grove F.O.B. Village fleet facility for one (1) unit.

\$ 53,145.00

Offeror Name: Lindco Equipment Sales, Inc. Date: 8/5/03

Address: 8765 Louisiana Street Telephone #: 219-795-1448

City, State, Zip: Merrillville, IN 46410 Fax #: 219-736-0892

To be completed by legal offeror authorized to execute a contract:

Signature: *Daryl Lindesmith*

Print Name: Daryl Lindesmith

Title: Regional Sales Manager

IV. BID/CONTRACT FORM

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The undersigned proposes to furnish and install at the price indicated and conforming to the attached Village of Downers Grove specifications the following: **Three (3) cross-memberless type dump bodies, complete with the components described herein** delivered F.O.B. to the Village of Downers Grove Fleet Services Facility, 700 Curtiss, Downers Grove, IL 60515.

Date of Proposal: August 5, 2003

Unit Bid Price:

Net cost to the Village of Downers Grove F.O.B. Village fleet facility for two (2) units with underbody plows; no wing plow. \$ 110,612.00

Net cost to the Village of Downers Grove F.O.B. Village fleet facility for one (1) unit substitute wing plow for underbody plow. \$ 56,042.00

Offeror Name: Lindco Equipment Sales, Inc. Date: 8/5/03

Address: 8765 Louisiana Street Telephone #: 219-795-1448

City, State, Zip: Merrillville, IN 46410 Fax #: 219-736-0892

To be completed by legal offeror authorized to execute a contract:

Signature: *Daryl Lindesmith*

Print Name: Daryl Lindesmith

Title: Regional Sales Manager

LINDCO

Equipment Sales, Inc.

8765 Louisiana Street

Merrillville, Indiana 46410

Email: lindco@lindco-usa.com

Office: (219) 795-1448 * Fax: (219) 736-0892

Web Page: www.lindco-usa.com

August 18, 2003

Stanley Balicki
Support Services Manager
Village of Downers Grove
5101 Walnut Avenue
Downers Grove, Illinois 60515-4074

Dear Stan,

I along with my support team would like to thank you, John and Bob for the time you gave us this past Thursday.

Please, find below the pricing on the various optional items that we discussed in the meeting.

<u>Quantity</u>	<u>Item</u>	<u>Description</u>	<u>Unit Price</u>	<u>Total</u>
3	GR3-13(4)FAP13	Certified Power four (4) position 1/2" coupling plate (1) per unit with plow only.	\$587.10	\$1,761.30
2	GR3-13(4)FAP13	Certified Power four (4) position 1/2" coupling plate would use (2), (1) for plow & (1) for wing plow.	\$587.10	\$1,174.20
3	SG03020003	Certified Power plow balance valve assembly for underbody scrapers.	\$1,224.62	\$3,673.86
4	SAGS	Gear box driven spreader in lieu of direct drive.	\$244.71	\$978.84
4	RES75S-U-VMSG	Service Guard Upright between body and cab reservoir in lieu of frame underbody reservoir.	\$975.00	\$3,900.00

Sales & Service for the Chicagoland/Northwest Indiana Region



LINDCO

Equipment Sales, Inc.

8765 Louisiana Street

Merrillville, Indiana 46410

Email: lindco@lindco-usa.com

Office: (219) 795-1448 * Fax: (219) 736-0892

Web Page: www.lindco-usa.com

All above pricing includes any additional labor that may be required.

Stan, I would just like to reiterate to you that we do perform our work with high quality and in the time frame that we commit to. We might not be the largest company, but I do feel we have the largest list of satisfied customers in the Chicagoland area.

Lindco Equipment Sales is a full line, truck equipment company. Our 5,000 square foot facility offers a sales and parts department and four installation and service bays, located on three acres. We have over forty combined years of experience working with municipalities on their equipment needs. Lindco works with over 100 municipal fleets in the Chicagoland and Northwest Indiana area. We assist these fleets in many different ways, such as helping them come up with solutions to equipment problems, to vehicle and equipment budgeting, specification writing, repairs and service of equipment, and outfitting new trucks and retrofitting existing units with equipment.

We would like to add your agency to our list of satisfied customers.

I look forward to hearing from you on your decision.

Thank you,

Gary D. Lindesmith
Vice President/Owner

Sales & Service for the Chicagoland/Northwest Indiana Region

