COUNTY AGENDA REQUEST

Department:	Road Department	Presenter(s):	Andy Adams
Meeting Date:	Thursday, September 27, 2012	Type of Request:	Consent

Wording for the Agenda:

Approval of staff's recommendation to award Bid #848- Tractor Purchase to Haney Farm & Ranch, Inc., in the amount of $20,779.00, for the purchase of a Case IH Farmall 35B tractor with attachments, and authorization for the Chairman to sign the contract and related documents contingent upon the County Attorney's review.

Background/History/Details:

In recent budget discussions, Mr. Andy Adams, Director of the Road Department, has requested for a new tractor to supplement his equipment. This request was approved and $25,000 was budgeted in Fiscal Year 2012 CIP Project Account Number 61040220-542150 3220D.

The Purchasing Department issued Invitation to Bid #848 to procure a Kubota L3800 L3800 HST tractor, or a different tractor with equivalent capabilities and specifications. Invitations to bid were direct-mailed to 25 vendors, and were also extended through the Fayette Daily News, the County's website, Georgia Local Government Access Marketplace, and Channel 23. Ten vendors responded to the Invitation to Bid.

The apparent low bidder, Cobb County Tractor Company, bid for a John Deere tractor, however, the equipment is not equivalent to the specified needs. The second-lowest bid was submitted by Haney Farm & Ranch. Their bid closely meets the specifications in the invitation to bid, and the needs of the county. Staff recommends awarding Bid #848 to Haney Farm & Ranch in the amount of $20,779.00.

What action are you seeking from the Board of Commissioners?

Approval of staff's recommendation to award Bid #848- Tractor Purchase to Haney Farm & Ranch, Inc., in the amount of $20,779.00, for the purchase of a Case IH Farmall 35B tractor with attachments, and authorization for the Chairman to sign the contract and related documents contingent upon the County Attorney's review.

If this item requires funding, please describe:

Funding for this request has been budgeted in CIP Project Account No 61040220-542150 3220D.

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

Staff Notes:

Fayette County GEORGIA

Where Quality Is A Lifestyle

To: Jack Krakeel

From: Ted L. Burgess

Date: September 12, 2012

Subject: Bid #848 – Tractor for the Road Department

The Purchasing Department issued Invitation to Bid #848 to procure a Kubota L3800 HST tractor, or one with equivalent capabilities and specifications. The requested equipment included features to enhance efficient performance (e.g. four-wheel drive, a bucket rod level indicator kit, and hydrostatic transmission for more precise maneuvering), and safety features (e.g. a folding roll-over protective structure, a telescopic stabilizer kit, a slip clutch to protect the driveline if the mower hits and object, and front and rear chains to protect against thrown objects).

Invitations were direct-mailed to 25 vendors. In addition, invitations were extended via the Fayette News, the county website, Georgia Local Government Access Marketplace (www.glga.org), and Channel 23. Ten vendors responded to the invitation to bid (please see the attached spread sheet).

The apparent low bidder was Cobb County Tractor Company. Their bid of $19,592.47 was for a John Deere 3038E tractor. The equipment is not considered equivalent to that specified for several reasons, for example:

1. The John Deere tractor has a plastic hood. County experience has been that the plastic has a tendency to crack, and must be replaced.
2. Bid specifications included a 66 inch square-back bucket. This bid offered a 61 inch bucket. Skid-steer pallet forks that the county owns cannot be used with this configuration.
3. The bid equipment has front protective chains, but not rear chains as specified in the invitation to bid.
4. The bid does not mention whether or not it includes a telescopic stabilizer kit.

The second-lowest bid was submitted by Haney Farm and Ranch. Their bid of $20,779.00 is for a Case IH Farmall 35B tractor. It more closely meets the specifications in the invitation to bid, and the needs of the county. The Road Department recommends award of the purchase to Haney Farm and Ranch. I concur with their recommendation.

Attachment

BID NUMBER: 848

BID NAME: TRACTOR PURCHASE

	COMPANY	BID
1.	COBB COUNTY TRACTOR CO, INC.	$19,592.47
2.	HANEY FARM & RANCH, INC.	$20,779.00
3.	FRANKLIN TRACTOR	$21,661.00
4.	MASON TRACTOR CO, INC.	$21,875.00
5.	LASHLEY TRACTOR SALES	$22,136.00
6.	BREADEN TRAILER & FARM EQUIPMENT, INC.	$22,359.29
7.	MELSON TRACTOR CO.	$23,532.00
8.	FRANKLIN TRACTOR	$24,552.00
9.	ATLANTA KUBOTA, LLC	$25,928.88
10.	PIEDMONT TRACTOR	$26,242.80

BID SPECIFICATIONS	Cobb County Tractor	Marietta	Haney Farm & Ranch	Rockmart	Franklin Tractor	Cartersville	Mason Tractor	McDonough
	RESPONSE	Comments	**RESPONSE**	Comments	**RESPONSE**	Comments	**RESPONSE**	Comments
Bid # 848	20 days $ 19,592.47		45 days $ 20,779.00		7 days $ 21,661.00		3-5 working days $ 21,875.00	
Item #1: Kubota Tractor model L3800 HST - 4 WD with HST & Folding ROPS	John Deere 3038E	This tractor has a plastic hood; see photograph	Case IH Farmall 35B		Kioti CK35		Kubota L3800-HST	Bidder indicated "Bid per specifications"
4 WD	yes	ok	yes	ok	yes	ok	yes	ok
Hydrostatic transmission	yes	ok	yes	Ted Burgess called and verified this. He talked with Daniel Teal on 9/5/12	no	NOT EQUIVALENT - The model indicated is the non-HST model.	yes	ok
Folding ROPS	no	NOT EQUIVALENT - not a bid deal.	yes	ok	yes	ok	yes	ok
Item #2: R4 Industrial tires:	???	Not discussed	???	ok - Not discussed in bid submittal. R4 tires ARE included as requested - see note below..	???	Not discussed		Bidder indicated "Bid per specifications"
Item #3: Bucket Rod Lever Indicator Kit		Not included in bid		Not discussed		Not discussed		Bidder indicated "Bid per specifications"
Item #4: Std Front Loader Package	305 Front Loader	ok - The bid says "Std Front Loader Package" and this is the standard one for this tractor. Therefore it DOES meet specs.	L340 Loader	ok - The bid says "Std Front Loader Package" and this is the standard one for this tractor. Therefore it DOES meet specs.	Model # not identified	According to their website, 2 model loaders are available. Bidder did not indicate which one he intended to provide.	LA524 Loader	Bidder indicated "Bid per specifications"
Item #5: 66" Quick Attach Square Back Bucket		NOT EQUIVALENT - 61" bucket; Quick change attachment will not interchange with skid steer pallet forks - see note below.		ok - This WILL interchange with skid steer pallet forks.				Bidder indicated "Bid per specifications"
Item #6: Telescopic Stabilizer Kit		Not discussed		ok - Not discussed in bid submittal but it is included.		Not discussed		Bidder indicated "Bid per specifications"
Item #7: Dirt Dog 60" Pulverizer - Bar Shanks - Double Roller	Dirt Dog	Dirt Dog mentioned but no model indicated	Bush Hog PVB-600	ok - The PVB-600 is not equivalent since it has a single roller. See note below about Item #7.	Dirt Dog Pulverizer	Dirt Dog mentioned but no model indicated	DD PVB 602	Bidder indicated "Bid per specifications"
Item #8: Land Pride RCF2060 - Slip Clutch - Front & Rear Chains	Bush Hog SQ160 No rear chains	NOT EQUIVALENT - DOES NOT MEET BID SPECS. Bidder specified the cutter will have front chains, but no on rear. Uses a rear metal defector.	Bush Hog SQ160	ok - The Bush Hog is not exactly the same, but the differences are insignificant.	Bush Hog SQ172	NOT EQUIVALENT. The bid was for a 60" model. This one is a 72" model.	LP RCF 2060	Bidder indicated "Bid per specifications"
	This style "quick attach" system is not interchangeable with the pallet forks the Road Department and Building & Maintenance already have. Purchase of this tractor and loader will require an additional purchase of new pallet forks that will fit this system. ($1000-$1200)		The Quick Change Attachment WILL interchange with our skid steer pallet forks.		This bidder's references do not indicate anyone that bought this brand tractor. They are all for other products the company sells.			
	No product literature was included with bid. Nothing was provided to prove equivalency or present product features. I spent approximately 12 hours on this bid alone attempting to research as much info as possible.		No product literature was included with bid. Nothing was provided to prove equivalency or present product features. The conclusion of my research is that this bidder IS proposing an equivalent model at a better price.				This vendor bid per specifications	