



# MEMORANDUM

December 21, 2012

**TO:** Board of Mayor and Aldermen

**FROM:** Eric S. Stuckey, City Administrator *Eric*  
Russell Truell, Assistant City Administrator / CFO  
Joe York, Streets Director  
Brian Wilcox, Purchasing Manager

**SUBJECT:** Consideration of bid award to Thompson Machinery of La Vergne, TN in the total amount of \$136,845.92 for one (1) unused 2013 Caterpillar 924K wheeled front-end loader for the Stormwater Division of the Streets Department (Purchasing Office Procurement Solicitation No. 2013-008; \$145,000.00 budgeted in 135-89530-43120 for fiscal year 2013; Contract No. 2012-0203)

**Purpose**

The purpose of this procurement is to purchase a wheeled front-end bucket loader for the Stormwater Division of the Streets Department. The new equipment would replace an existing unit that is scheduled this current fiscal year to be removed from service.

**Background**

The City published on November 29, 2012 a Notice to Bidders in the *Williamson Herald* for a minimum of one (1) wheeled front-end loader. In addition, bid documents were sent on or about the same date directly to ten (10) potential bidders known or thought to be interested in this solicitation. Bids from three (3) vendors were publicly opened at the bid opening held on December 19, 2012. A tabulation of the bids received for this solicitation is attached.

**Financial Impact**

The apparent lowest, most responsive and responsible bid, from Thompson Machinery of La Vergne, TN, is in the amount of \$136,845.92 for a 2013 Caterpillar 924K wheeled front-end bucket loader. This bid was identified because it is the lowest bid that meets or exceeds the City’s intention as expressed and implied by the City’s specifications as well as the instructions, terms and conditions pertaining to this procurement solicitation. The Streets Department Stormwater Division budget for fiscal year 2013 allocates \$145,000 out of the Stormwater Fund for the purchase of machinery and equipment. The Thompson Machinery bid amount is \$8,154.08 (5.6%) under budget.

**Options**

In accordance with the bid documents, the City reserves the right to reject any and all bids.

**Recommendation**

Staff recommends that the City accept the apparent lowest best bid, from Thompson Machinery of La Vergne, TN, is in the amount of \$136,845.92 for a 2013 Caterpillar 924K wheeled front-end bucket loader. Purchasing Manager Brian Wilcox is of the opinion that the prepared specifications as distributed allowed for competition among multiple vendors, and that the staff recommendation appears to be made in a fair and impartial manner based upon the bids received.

**City of Franklin, Tennessee**  
**Tabulation of Bids \***

<b>Purchasing Office Solicitation No.:</b>		2013-008 (unused wheeled front-end loader)					
<b>Notice to Bidders published in the <i>Williamson Herald</i> on:</b>		11/29/12					
<b>Number of vendors that were notified of / that responded to this solicitation for bids:</b>		10 / 6					
<b>Date and time bids due and publicly opened:</b>		12/19/12 2:00 PM					
<b>Present at opening of bids:</b>		Mike Nelson of Bobcat of Nashville, Clark Beard of Diamond Equipment, Michael Ray Montgomery of Thompson CAT, Holden Kincannon of Scott Equipment, and Phillip Massey of Nortrax Tennessee; Billy Joe Morton of the City of Franklin Streets Department; and Dee Settle and Brian Wilcox of the City of Franklin Purchasing Office					
<b>Target meeting of BOMA at which recommendation will be considered:</b>		1/22/13					
<b>Bids received from:</b>	<b>Bid No.:</b>	<b>Year, Make &amp; Model:</b>	<b>Does the bid MOES<sup>1</sup>? / If not, how many exceptions do not MOES<sup>1</sup>?</b>	<b>Total delivered bid price, per unit:</b>	<b>Payment terms:</b>	<b>Estimated time of delivery after receipt of order:</b>	<b>Bid and unit pricing is valid through:</b>
Bobcat of Nashville 5818 Crossings Blvd. Nashville, TN 37013 Mike Nelson, Territory Manager 615/416-4554 mnelson@bobcatofnashville.com	1 of 1	2013 Doosan DL220	No / 6 (engine auto shutdown, cab outlets, hydraulic tank capacity, hydraulic system capacity, steering system, turning radius). CoF notes vendor's omission of vendor-supplied description of bid unit and contact information for a minimum of three references.	\$125,641.52	net 30 days	120 days	03/19/13
Cumberland Tractor & Equipment, LLC 3570 Dickerson Pike Nashville, TN 37207 Mike Carpenter, Sales Consultant 615/865-7800 mcarpenter@cumberland-tractor.com	1 of 1	2013 Kawasaki 652V-2	No / 2 (horsepower, hydraulic system pressure).	\$128,293.00	net 30 days	90 days	02/28/13
Diamond Equipment, Inc. 1530 Heil Quaker Blvd. La Vergne, TN 37086 Clark Beard, Sales Representative 931/201-1519 cbeard@diamondequipment.com	1 of 1	2013 Case 621F	No / 2 (batteries and alternator, planetaries).	\$154,776.00	net 30 days	90 days	02/28/13
Nortrax Tennessee 1525 J.P. Hennessy Dr. La Vergne, TN 37086 Phillip Massey, Sales Representative 615/828-4986 phillip.massey@nortrax.com	1 of 1	John Deere 524K	No / 3 (horsepower, hydraulic tank capacity, hydraulic system capacity). CoF notes vendor's omission of bid submittal form, vendor supplied description of warranty, description of exceptions, contact information for a minimum of three references, CoF terms & conditions, and affidavit of non-collusion. CoF also notes premature expiration of bid.	\$145,688.79	not indicated	not indicated	02/02/13
Scott Equipment 1231 Bridgestone Parkway La Vergne, TN 37086 Holden Kincannon, Sales 615/630-5588 hkincannon@scottcompanies.com	1 of 1	2013 Volvo L70G	No / 3 (batteries, breakout force, planetaries).	\$161,435.00	net 30 days	90 days	03/31/13
Thompson Machinery 1245 Bridgestone Blvd. La Vergne, TN 37086 Michael Ray Montgomery, Territory Manager 615/517-1025 michaelray@thompsonmachinery.com	1 of 1	2013 Caterpillar 924K	Bidder takes no exceptions. CoF notes vendor's acknowledged receipt of addendum no. 1 but inclusion of tracked specifications as originally released instead of specifications revised per addendum no. 1.	\$136,845.92	net 30 days	75 days	04/15/13

<sup>1</sup>MOES indicates "meet(s) or exceed(s) specifications"

\*Shaded bid is apparent lowest best bid