




HISTORIC  
FRANKLIN  
TENNESSEE

ITEM #16  
BOMA  
04/12/2011

## MEMORANDUM

March 14, 2011

**TO:** Board of Mayor and Aldermen

**FROM:** Eric S. Stuckey, City Administrator   
Russell Truell, Assistant City Administrator / CFO  
Lisa Clayton, Parks Director  
Brian Wilcox, Purchasing Manager

**SUBJECT:** Consideration of bid award to TriGreen Equipment, LLC of Franklin in the total net amount of \$16,750 for new mower equipment for the Parks Department (Purchasing Office Procurement Solicitation No. 2011-024; not separately budgeted in 110-83530-44700 for fiscal year 2011)

### Purpose

The purpose of this procurement is to purchase new mower equipment for the Parks Department to replace worn-out equipment scheduled this current fiscal year to be removed from service. This equipment would be used for the department's routine mowing operations.

### Background

The City published on February 24, 2011 a Notice to Bidders in the *Williamson Herald* for new mower equipment, the purchase of which may be offset at least in part by credit for surplus mower equipment being offered by the City for trade-in. In addition, bid documents were sent on or about the same date directly to nine (9) potential bidders known or thought to be interested in this solicitation. Bids from six (6) vendors were publicly opened at the bid opening held on March 10, 2011. A tabulation of the bids received for this solicitation is attached.

### Financial Impact

The apparent lowest, most responsive and responsible bid, from TriGreen Equipment, LLC of Franklin, is in the total net amount of \$16,750.00 for the specified new mowers less the bid trade-in values for the surplus equipment. This bid was identified because it is the lowest net 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.

In accordance with the bid documents, the City reserves the right to accept or decline any or all of the quoted trade-in credits. The Parks Department recommends that the bid trade-in values submitted by TriGreen Equipment for all of the surplus equipment be accepted. Thus, the total value of the award would be \$16,750.00.

### 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 TriGreen Equipment, LLC of Franklin, in the total net amount of \$16,750 for the specified new mower equipment, the purchase of which would be offset in part by credit for surplus mower equipment being offered by the City for trade-in. 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.

**Tabulation of Bids\***

Purchasing Office Solicitation No.:	2011-024 (new mower equipment, the purchase of which may be offset at least in part by credit for surplus mower equipment being offered by the City for trade-in)
Notice to Bidders published in the <i>Williamson Herald</i> on:	2/24/11
Number of vendors that were notified of / that responded to this solicitation for bids:	9 / 6
Date and time bids due and publicly opened:	3/10/11 2:00 PM
Present at opening of bids:	Rob Chilton of Franklin Kubota; Ray Howell of the City of Franklin Parks Department; and Tiffany Wilkins and Brian Wilcox of the City of Franklin Purchasing Office
Target meeting of BOMA at which recommendation will be considered:	4/12/11

Bids received from:	Category:	Specified quantity:	City's Description:	Year, Make & Model:	Does/Do the bid item(s) MOES <sup>1</sup> ? / If not, how many exceptions do not MOES <sup>1</sup> ?	Unit pricing:	Payment terms:	Estimated time of delivery after receipt of order:	Bid is valid through:
Chilton Turf Center 607 Craighead St. Nashville, TN 37204 Roger Smith, Sales Manager 615/254-1637	New mowers to be purchased by City	2	34-hp, 60-in. swath	2011 Scag Turf Tiger STT61V-31BVAC-SS	Bidder takes no exceptions; however, CoF specifications not marked as to compliance therewith, and required references not submitted by deadline	\$9,600.00	net 30 days	7 days	05/31/11
		1	27-hp, 60-in. swath	2011 Scag Turf Tiger STT61V-27CH		\$9,100.00			
	Used equipment to be disposed of as surplus by City, the values of which are to be offered as possible trade-in credits	1	60" Exmark Lazer Z, LZ27KC604			-\$643.33			
		1	60" Kubota front-deck, F2400			-\$540.00			
		1	30" John Deere walk-behind, GS25			-\$46.67			
		1	60" John Deere zero-turn, 757 (1634 hrs.)			-\$830.00			
		1	60" John Deere zero-turn, 757 (1034 hrs.)			-\$830.00			
		1	Massey Ferguson tractor, MF1035			-\$983.33			
	Net bid:							\$24,426.67	
Columbia Outdoor Power 917 Nashville Hwy. Columbia, TN 38401 Marc Jones, President 615/207-3939	New mowers to be purchased by City	2	34-hp, 60-in. swath	2011 Toro G3 74935	Bidder takes no exceptions; however, CoF notes that warranty as bid does not MOES <sup>1</sup> , and bid models are not the City's specified acceptable models; CoF Parks determines that, other than the warranty, bid models are acceptable as approximately comparable or superior	\$8,400.00	net 30 days	10 days	05/31/11
		1	27-hp, 60-in. swath	2011 Toro G3 74915		\$7,300.00			
	Used equipment to be disposed of as surplus by City, the	1	60" Exmark Lazer Z,			-\$1,700.00			
		1	60" Kubota front-deck,			-\$1,500.00			
		1	30" John Deere walk-			-\$50.00			
		1	60" John Deere zero-			-\$1,700.00			
		1	60" John Deere zero-			-\$2,250.00			
		1	Massey Ferguson			-\$2,250.00			
Net bid:						\$14,650.00		n/a	

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

\*Shaded bid is apparent lowest best bid

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Dickerson Professional Lawn Equipment 312 Eddy Lane Franklin, TN 37064 Bill Dickerson, Owner 615/567-6800	New mowers to be purchased by City	2	34-hp, 60-in. swath	Exmark LZX 34KC606	Bidder takes no exceptions	\$9,286.00	net 30 days	2-5 business days	05/31/11				
		1	27-hp, 60-in. swath	Exmark LZS 27KC604		\$7,661.00							
	Used equipment to be disposed of as surplus by City, the	1	60" Exmark Lazer Z,			-\$1,000.00							
		1	60" Kubota front-deck,			-\$2,200.00							
		1	30" John Deere walk-			-\$300.00							
		1	60" John Deere zero-			-\$1,500.00							
		1	60" John Deere zero-			-\$1,500.00							
			1	Massey Ferguson				-\$2,200.00			n/a		
				Net bid:						\$17,533.00			

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

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Bids received from:	Category:	Specified quantity:	City's Description:	Year, Make & Model:	Does/Do the bid item(s) MOES <sup>1</sup> ? / If not, how many exceptions do not MOES <sup>1</sup> ?	Unit pricing:	Payment terms:	Estimated time of delivery after receipt of order:	Bid is valid through:				
Franklin Kubota 1561 Columbia Ave. Franklin, TN 37064 Rob Chilton 615/790-7860	Alternate No. 1 of 2: New mowers to be purchased by City	2	34-hp, 60-in. swath	2011 Scag Turf Tiger STT61V-35BVAC-SS	Bidder takes no exceptions	\$8,400.00	net 30 days	5 days	06/30/11				
		1	27-hp, 60-in. swath	2011 Scag Turf Tiger STT61V-27CH		\$8,600.00							
	Alternate No. 1 of 2: Used equipment to be disposed of	1	60" Exmark Lazer Z,			-\$1,000.00							
		1	60" Kubota front-deck,			-\$1,600.00							
		1	30" John Deere walk-			-\$250.00							
		1	60" John Deere zero-			-\$1,800.00							
		1	60" John Deere zero-			-\$2,500.00							
		1	Massey Fergusson			-\$1,250.00							
	Alternate No. 1 of 2 Net bid:							\$17,000.00					
	Alternate No. 2 of 2: New mowers to be purchased by City	2	34-hp, 60-in. swath	2011 Scag Turf Tiger STT61V-35BVAC-SS		Bidder notes that the 27-hp model is not one of the City's specified acceptable models; CoF Parks determines that Tiger Cat model is neither approximately comparable nor superior and therefore is not acceptable		\$8,400.00		net 30 days	5 days	06/30/11	
		1	27-hp, 60-in. swath	2011 Scag Tiger Cat STC61V-27CH				\$7,200.00					
		Alternate No. 2 of 2: Used equipment to be disposed of	1	60" Exmark Lazer Z,							-\$1,000.00		
			1	60" Kubota front-deck,							-\$1,600.00		
			1	30" John Deere walk-							-\$250.00		
1			60" John Deere zero-		-\$1,800.00								
1			60" John Deere zero-		-\$2,500.00								
		1	Massey Fergusson		-\$1,250.00								
Alternate No. 2 of 2 Net bid:						\$15,600.00							

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Lebanon Kubota 3450 Hwy. 109 Lebanon, TN 37090 Ryan Ezell, Chief Manager 615/444-9736	New mowers to be purchased by City	2	34-hp, 60-in. swath	Exmark LZX 34KA606	Bidder takes no exceptions; however, CoF specifications not marked as to compliance therewith, affidavit of non-collusion not notarized, CoF Std. Ts & Cs not completed and submitted, and required references not submitted by deadline	\$9,600.00	net 30 days	10 days	06/01/11
		1	27-hp, 60-in. swath	Exmark LZX 27KC606		\$8,900.00			
	Used equipment to be disposed of as surplus by City, the	1	60" Exmark Lazer Z,			-\$800.00			
		1	60" Kubota front-deck,			-\$800.00			
		1	30" John Deere walk-			\$0.00			
		1	60" John Deere zero-			\$0.00			
		1	60" John Deere zero-			\$0.00			
			1	Massey Ferguson				-\$800.00	
			Net bid:			\$25,700.00			
TriGreen Equipment, LLC 340 9th Ave. North Franklin, TN 37064 Cliff Greene, Governmental Sales Manager 615/566-5909	New mowers to be purchased by City	2	34-hp, 60-in. swath	2011 John Deere Z-960A	Bidder takes no exceptions; however, CoF notes that the 27-hp model is not one of the City's specified acceptable models; CoF Parks determines that it is acceptable as approximately comparable or superior	\$9,700.00	net 30 days	30 days	06/01/11
		1	27-hp, 60-in. swath	2011 John Deere Z-925A		\$8,400.00			
	Used equipment to be disposed of as surplus by City, the	1	60" Exmark Lazer Z,			-\$1,800.00			
		1	60" Kubota front-deck,			-\$1,500.00			
		1	30" John Deere walk-			-\$500.00			
		1	60" John Deere zero-			-\$2,250.00			
		1	60" John Deere zero-			-\$2,500.00			
			1	Massey Ferguson				-\$2,500.00	
			Net bid:			\$16,750.00			

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

\*Shaded bid is apparent lowest best bid