



City of Rochester Hills  
AGENDA SUMMARY  
FINANCIAL ITEMS

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[www.rochesterhills.org](http://www.rochesterhills.org)

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Legislative File No: 2017-0142

**TO:** Mayor and City Council Members  
**FROM:** Allan E. Schneck, P.E., Director of Public Services  
**DATE:** March 27, 2017  
**SUBJECT:** Street Sweeper

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**REQUEST:**

City Council is requested to approve the purchase of one (1) Street Sweeper from Bell Equipment Company, Lake Orion, Michigan in the amount of \$270,313.25.

**REASON FOR PURCHASE:**

The City, acting as the Principal Procurement Agency on behalf of themselves, Bloomfield Township, City of Farmington Hills and City of Madison Heights and the National Intergovernmental Purchasing Alliance issued a Request for Proposal for the purchase of street sweepers, parts, and related services. The proposal was developed with the intent of procuring a street sweeper meeting the City's specifications, a contract that would offer a comprehensive list of various types of street sweepers, parts and related services, a nationwide master agreement for entities across the country to purchase from, and aggregated volume to generate best value offers from street sweeper vendors. Three (3) proposal responses were received. Bell Equipment who represents the Elgin Street Sweeper product line, MTech submitted in partnership with Global Equipment and represents the Global Street Sweeper and the Johnston Street Sweeper line, and Schwarze Industries who represents the Schwarze street sweeper line.

The proposal process consisted of two stages: proposal review and interviews/equipment viewing. Proposals were evaluated by the City of Rochester Hills DPS/Fleet personnel and purchasing staff, as well as representatives from Bloomfield Township, the City of Farmington Hills, City of Madison Heights. Proposers were shortlisted and subsequently requested to come in for an interview to explain their proposal and equipment offerings in further detail. While the entities participating in the proposal process initially required submissions for mechanical sweepers and regenerative air street sweepers, vendors were strongly encouraged to submit a complete offering of street sweepers for consideration by the entities in order to best meet a multitude of needs based on the agency's requirements. During the interview process, and in evaluating the different equipment options, the City of Rochester Hills determined that a vacuum air sweeper would better meet their needs and MS4 requirements for sweeping, versus that of a regenerative air sweeper which the City has utilized over the past several years.

Scoring for the proposal process was conducted and Bell Equipment was selected and unanimously supported by the communities as providing the best value for a proven, quality product, with exceptional support services from the vendor. By partnering with a national cooperative the City and participating agencies received the most competitive pricing available in the market. As part of this contract, the City was able to secure pricing that includes a variety of options which include items such as discounted parts pricing, extended warranty coverage pricing, finance and lease pricing options for agencies that prefer to

lease equipment versus buy, rental pricing, full service maintenance agreements and training program offerings.

Bell Equipment Company represents the Elgin line of street sweepers. Street Sweepers are used by the DPS roads division for maintenance of local and major roads, and to help the city comply with MS4 stormwater management program requirements that are intended to improve the City's and connected waterways by reducing the quantity of pollutants that stormwater picks up from the road surface and carries into storm sewer systems during storm events.

The City's Street Sweeper is due for replacement. Operating costs and down-time have begun to increase and negatively affecting fleet's operating budget. It is recommended that it be replaced before any additional significant repair costs occur. The City has been provided a trade in cost of \$45,000.00 for their current 2008 Tymco Regenerative Air Sweeper. The City will try to maximize their cost on the disposal of this asset by trying to auction it on GovDeals which is an online auction site the City has been utilizing and seen very good returns on pricing utilizing this site. The City will establish the \$45,000.00 as their starting bid. Based on review of the auction site, there is potential for the City to receive a higher return than trading in the vehicle.

**PROCESS:**

**Vendor Name and Address:**

Bell Equipment Company  
78 Northpointe Drive  
Lake Orion, MI 48359

**Reason for Selection:**

Best Value

**Method of Purchase:**

Purchase Order

**BUDGET:**

The Sweeper is \$65,423.25 over budget. The majority of the increased cost is attributed to the addition of Federally mandated Tier IV diesel engine emission control systems for two diesel engines on this machine - chassis (truck) engine and auxiliary engine used to power the sweeper module. Other increases are the result of the addition of operational features that make the unit more efficient to better meet MS4 requirements, and additional safety features.

To account for the overage, Fleet will be deferring the Fleet Service Truck (39-015) that is budgeted in FY 2017 for \$60,000 to a later year.

Fund Name	Department Account No	Account No. Description	Budget Amount	Cost	Remaining Budget
Fleet	661.981000	39-029: Street Sweeper	\$204,890	\$270,313.25	(\$65,423.25)
Fleet	661.981000	39-015: Fleet Service Truck	\$60,000	\$0	\$60,000
		Total	\$264,890	\$270,313.25	(\$5,423.25)

**RECOMMENDATION:**

It is recommended that City Council approve the purchase of one (1) Street Sweeper from Bell Equipment Company, Lake Orion, Michigan in the amount of 270,313.25

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<b>APPROVALS:</b>	<b>SIGNATURE</b>	<b>DATE</b>
Department Review		
Department Director		
Budget Content: Finance Director		
Purchasing Process: Supervisor of Procurement		
Mayor		
Deputy Clerk		

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