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| RFP-RH-12-031                              |  |  |  |  |
| Hot Asphalt Patching Unit                  |  |  |  |  |
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| <b>Firm Name</b>                           | <b>KM International</b>  | <b>Bell Equipment Company</b>  | <b>Falcon Road Maintenance Equipment</b>   | <b>Stepp Manufacturing</b>   |
| Address                                    | 6561 Bernie Kohler Dr  | 78 Northpointe Dr  | 120 Waldo Ave  | 12325 River Road   |
|  | North Branch, MI 48461   | Lake Orion, MI 48359   | Midland, MI 48642  | North Branch, MN 55056   |
| Contact                                    | Clifford Cameron   | Jim Bell   |  |  |
|  |  |  |  |  |
| Firm Established                           | 1984   | 1951   | 2004   | 1942   |
| Years in Business                          | 28   | 61   | 8  | 70   |
|  |  |  |  |  |
| Describe patching unit physical attributes | Hotbox reclaimer reheats bulk sorted virgin asphalt. Saves money in winter using less cold patch. Ultra low sulfur or 5% bio diesel all critical components above frame and protected from elements and grime, zero high change parts. | 4 ton hopper capacity, 7,000 pound axle, 235/80/16R radial tires rated at 3,500# each, 14,600 GVWR, 5" tubing with 3/8" gussets, 6 total. Adjustable pintle eye hitch, heavy 4 sides for axles, 115" top door opening with no ledge for asphalt build up, 47 degree slope on front wall, quick combustion and flue replacement, 40 minutes, no cutting or welding. | This diesel unit has a 4-ton hopper capacity featuring a 92% combustion efficiency rating certified by a 3rd party laboratory. The frame is 2" x 6" x 3/16" tubular steel boxed in and enclosed gussets, it is designed to take continuous drops of asphalt from 16 ft year after year. All accessory parts are bolted on including fenders. Falcon equipment has been designed for durability ease of operation and operatory safety. | 10 gauge hopper, 1 gauge heat jacket, 16 gauge insulation cover, 1/4" stainless steel floor, gas assist top loading door and rear discharge doors. |
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| <p>Describe construction materials comprising the hopper. Detail quality of materials, resistance to conditions seen in street maintenance operations.</p> | <p>Triple wall construction. Floor const of 10 gauge reinforced steel inside wall six gauge reinforced (heat exchange funnel) with air chamber around bin outside inner wall of reflective aluminum with insulation connected to 16 gauge reinforced outer skin, maintenance is minimal all major components are above frame and enclosed. KMI does not experience failing cad eyes, combustion chamber burn outs and high parts changes. The typical customer spends approx \$100 per year in parts.</p> | <p>10 gauge inner hopper walls, 10 &amp; 12 gauge outer walls, 9/16 floor for longer cycle life, heavy tubing frame, heavy radial tires for 14,00 GVW.</p> | <p>All parts of the machine and hopper are sandblasted, primed, and painted to prevent damage from moisture. The hopper has three parallel walls of a one-piece seamless steel construction that prevents moisture from damaging insulation and rusting steel. The inner walls of the hopper are made of 10-gauge steel while the middle and outer walls are made of 14 and 16 gauge steel respectively. Capping channel is welded to the tops and sides of all hopper walls, which not only contributes to the structural strength of the hopper but also helps keep away moisture. Zip screws are not used in the construction of the hopper as these pierce the steel and promote moisture wicking into the insulation.</p> | <p>The hopper is constructed of A36 steel and shall have a stainless steel floor to prevent burnout. We utilize a polyurethane paint system and a durable industrial coating. The frame is constructed of 2" x 6" x 3/16" rectangular tubing and utilizes a one piece bolt on shackle system that is 300% heavier than the other mfg.</p> |
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| <p>Provide warranty documentation.<br/>Detail extended warranty programs.</p>                                   | <p>Full 1 year manufacturer's warranty against defective parts and workmanship. Extended warranty is available.</p>  | <p>1 year parts and labor. 2 years parts and labor warranty is available for an additional \$2500.</p>   | <p>A two year extended warranty (1 more than standard year warranty) is offered for an additional \$850. If at any time during the warranty period the eqpt would need to be brought to Falcon for service, Falcon will offer loaner unit to be used by the city. This is not a pass through warranty, Falcon takes full responsibility for every aspect of the equipment.</p> | <p>1 year parts and labor on all components.</p>  |
| <p>Describe training, education services, technical support provided with purchase. Discuss qualifications.</p> | <p>Representative from company will deliver and train on unit to include operation and maintenance trainer will go over 'reclaiming' operations and bulk storing of asphalt at request the trainer can offer "pot hole repair" procedures.</p> | <p>Operation and maintenance training will be provided upon delivery. Additional refresher training is available at any time in the future at no charge.</p> | <p>Upon delivery of unit, an authorized and factory trained rep from Falcon shall provide no less than 4 hours of safety, operation and recycling instruction and education to all personnel from the City who will be using the equipment. Falcon is located just over 100 miles from RH or provide local and technical support 7-9 M-F.</p>                                  | <p>8 hour of factory representative training. Training DVD, technical manuals with operations, parts, trouble shooting and wiring schematics.</p> |
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| Describe special programs that company will offer to improve the City's access to products and ability to stay current with changes and improvements. | KMI is available @ <a href="http://www.kminb.com">www.kminb.com</a> or <a href="mailto:KMINB@facebook">KMINB@facebook</a> we advertise in the Michigan APWA Reporter and attend most APWA functions once an owner of our products we will automatically send 'change notices' and annual catalogs. | Annual Bell Equipment Company Open House and Equipment Show held every May. Product demonstrations. Participation in local trade shows. Bell Equipment site <a href="http://www.bellequip.com">www.bellequip.com</a> . | Falcon follows up with current customer periodically to inform them of new developments on Falcon equipment or to get feedback on machine operation. The section on Falcon's website entitled "Customer Resources" keeps customers updated on any new developments with Falcon eqpt. In this was customers can stay up to date on how to maximize their road maintenance budget. | Not answered.                 |
| What manufacturers do you represents. State number of years authorized to sell manufacturers product.   | KM International "the factory direct' 28 years strong our products are also in 28 countries around the world.  | Elgin Sweeper Co - 61 years<br>Epoke Salt & Liquid Spreader - 8 years<br>Heil Environment and Refuse Eqpt - 8 years<br>MB Tractors - 2 years   | Falcon is the manufacturer and is bidding project direct.  | Stepp Manufacturing 2+ years. |
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| <p>Explain why manufacturer's product best meet the City's needs.</p>              | <p>We are not here for the one time sale. We do not make a living selling parts. We are a cradle to grave company committed to giving our team of customers a quality product at a fair price with a dependable unit that will stay out in the field working. Our focus on recycling and reclaiming is green and gold standard for others to benchmark. We are not the cheapest choice but will remain the best choice. You may pay a little more but you get more life with your unit.</p> | <p>The City currently has a Spaulding patcher which has served them well. Local parts and service support via Bell Equipment Company. Meets City Specifications.</p> | <p>Falcon eqpt is versatile and can be used to recycle asphalt, transport hot mix, heat cold patch. Through asphalt recycling most municipalities can pay for their unit in less than 2 years. Falcon's diesel eqpt utilizes a seamless ceramic combustion chamber that has a combustion efficiency rating of 92%, independently certified by 3rd party lab. This mean for every 8-hour shift. Falcon eqpt will use about 2 1/2 - 3 gallons of diesel fuel. Falcon eqpt is simple to use and regular maintenance/operation costs are minimal. Municipalities and private companies in over 44 states across the US and Canada as well as 22 State DOT use and have proven Falcon eqpt is best value for road maintenance programs.</p> | <p>Stepp manufacturing has produced over 700 units of this model for over 33 years with the longevity of our municipal grade equipment, our track record is outstanding.</p> |
| <p>Certified to repair manufacturer's product as proposed. How long certified.</p> | <p>Yes - 28 years.</p>  | <p>Yes. Have been a Spaulding dealer for approximately 9 years.</p>  | <p>Falcon is manufacturer and bidding project direct.</p>  | <p>Yes. 2+ Years</p>   |
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| If not certified to repair who provides repair work?  | NA   | NA  | NA  | Yaroch Paving, 2920 Maxwell Road, Owendale, MI 48754 |
| Does unit proposed conform to all applicable federal and state motor vehicle safety standards?  | NATM members and Federal and State compliant   | Yes   | Yes, NATM members, Federal and State compliant  | Yes.   |
| What is availability of parts? Provide complete parts listing including costs. Explain process and length of time required to obtain parts. | On the shelf, call in for parts typically overnight service if there is emergency we can get them same day Our 800-492-1757 is on our equipment for immediate help if you have a problem and do not call us we can't help you. | Immediate. Same day delivery available via Bell Equipment. Parts list and pricing as follows:<br>Fuel nozzle \$9.20, Fuel Filter \$22.67, Combustion Flue \$94.00, Beckett Primary Control \$176.00, Combustion flue kit includes electrodes, diffuser head, gaskets, and bi-metal clips. | All service parts are available upon request with most shipped out same day. Simply look up the part on Falcon's service parts photo gallery or call for instruction on what part to order and place your order over the phone. A service parts photo gallery is available on website and service parts pricing included in proposal. | Most parts ship same day.                            |
| References  |  |   |   |  |
|   | 1 Road Commission Macomb County  | City of Rochester   | City of Burton Road Division  | Meeker County, MN                                    |
|   | 2 Road Commission Oakland County   | City of Rochester Hills   | City of Jackson Public Works  | Indiana DOT  |
|   | 3 City of Sterling Heights   | City of Pontiac   | City of Southfield Public Works   | City of St. Cloud                                    |
|   | 4 City of West Fargo   | City of Troy  | Michigan DOT  | Minnesota DOT Virginia                               |
|   | 5 City of Wooddale Illinois  | Genesee CRC   | City Midland Public Services  | City of Duluth                                       |

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| Exceptions | Included in the price is low temp thermostat for use with cold patch or UPM this thermostat will keep product from "bleeding" the asphaltic cement out of mix. Eliminates the guess work. | None.                  | None.                             | See listing of exceptions. |
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| <b>Cost Proposal</b>  |                         |                                |  |                            |
| Cost for one (1) four-ton hot asphalt patching Unit   | \$ 19,852.00            | \$ 19,900.00                   | \$ 18,875.00                             | \$ 20,433.08               |
|   | Diesel                  | Choice of Diesel or Propane    |  |                            |
| <b>Additional/Optional Equipment</b>  |                         |                                |  |                            |
| Dump Hopper: Hydraulically operated, shall permit hopper contents to be dumped to rear of machine | \$ 4,700.00             | \$ 4,300.00                    | \$ 3,625.00                              | \$ 5,170.00                |
| Hydraulically operated hopper loading doors   | Do not offer            | \$ 1,250.00                    | \$ 1,925.00                              | \$ 2,310.00                |
| Oil jacketed hopper   | Do not offer            | \$ 950.00                      | \$ 2,977.00                              |                            |
|   |                         |                                |  |                            |
| <b>Total cost proposal inc optional eqpt</b>  | <b>\$ 24,552.00</b>     | <b>\$ 26,400.00</b>            | <b>\$ 27,402.00</b>                      | <b>\$ 27,913.08</b>        |
|   |                         | \$4300 for hydraulic rear door |  |                            |
|   |                         | Additional option per proposer |  |                            |
|   |                         |                                |  |                            |
|   |                         | \$30,700.00                    |  |                            |