

RFP-RH-20-041 Hot Asphalt Patching Unit

Due: 3:00 PM, June 23, 2020

Firm Name	Alta Construction Equipment	Falcon Road Maint Equipment
Address	56195 Pontiac Trail	2600 W. Salzburg
	New Hudson, MI 48165	Freeland, MI 48623
Firm Established	2009	2004
Years in Business	11	16
Describe patching unit physical attributes	<p>4 Ton capacity-dual 7,000 lb. Axle-Constructed of 8" channel steel-air jacketed design with triple wall construction/insulation. Single 105,000 BTU Burner mounted above the trailer frame-Thermostatically controlled-hydraulic scissor hoist rated at 16,000 lbs. All LED Lighting-11G Diamond Plate fenders, Dual 12V batteries-dual rear shovel doors-shock assisted front to back loading doors, digital control panel that monitors asphalt temp and set point, combustion chamber temp, battery voltage, low temp thermostat and equipped with a 7 day programmable timer.</p>	<p>Are equipped with their patented VIP which ensures your Beckett Diesel burner is run with the proper 12.8 volts. This will cut down on maintenance costs and downtime. Falcon Hot boxes are versatile and can hold hot mix for 72 hours and can heat and reheat cold mix which reduces waste.</p>
Describe construction materials comprising the hopper. Detail quality of materials, resistance to conditions seen in street maintenance operations.	<p>All 4 hopper walls are constructed of 16G welded steel walls. A wall of reflective aluminum is attached and located between the storage bin and outer shell. 2" of high temp fiberglass insulation insulates the exterior walls of unit. 2,300 degree F refractory ceramic insulation located between the reflective wall and bottom of the floor insulates the bottom of the unit. The hopper is designed as a reverse polyhedron triangle allowing an even heat flow throughout the entire hopper.</p>	<p>Falcon Hoppers are triple wall w/ engineered heat baffles to give even heat throughout hopper and floor. Falcon hoppers are fully insulated with a patented heat management system made with a one piece vacuum seated ceramic combustion chamber that results in a 92% fuel efficiency.</p>

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<p>Provide warranty documentation. Detail extended warranty programs.</p>	<p>KM International offers a full 2 year manufacturers warranty against defective parts and workmanship excluding normal wear and tear parts. KM International offers a 5 year warranty against the trailer frame structure. A copy of full manufacturers warranty statement is included with the RFP. Extended warranty terms are offered for an additional price of 5% of the equipment value per additional year past the manufacturers standard warranty.</p>	<p>Come with a two year machine warranty. Five year maintenance free combustion chamber. Lifetime frame warranty.</p>
<p>Describe training, education services, technical support provided with purchase. Discuss qualifications.</p>	<p>Alta and a manufacturer Rep from KM International will provide on site training to all City of Rochester Hills staff at the time of delivery. Training will include operational, technical, and maintenance training. Training will be scheduled at an agreed upon time at the City of Rochester Hills facility. In addition to onsite training, KM will provide written and video guides as to the operation and maintenance of the machine.</p>	<p>Upon purchase Falcon will set up an in person training with two certified Falcon Trainers. Provide educational videos. Has two dedicated service phone lines, a technical support line and parts line. Trainers are certified with true/full understanding of all aspects of their product.</p>
<p>Describe special programs that company will offer to improve the City's access to products and ability to stay current with changes and improvements.</p>	<p>In a continual effort to keep customers updated with the latest product innovations and industry news, KM International maintains close contact with all customers via email and routine follow up calls. KM International is always willing to provide any additional training to new city employees who will be working with the equipment routinely. KM International prides itself on its follow up support offered by both the sales team and service team.</p>	<p>Falcon hot boxes are versatile and can hold hot mix for 72 hours. Heat/reheat cold mix. Opened a new world class facility with four full time engineers that continue to pursue changes and improvements. Falcon extends the invitation to tour their facility at any time.</p>

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What manufacturers do you represents. State number of years authorized to sell manufacturers product.	Since 2009 Volvo, Gehl, Takeuchi, Sennebogen, Finn, Carlson, Cimline, KMI, Avant, Manitou, Genie, JLG and more upon request.	Sells direct out of their home state of Michigan.
Explain why manufacturer's product best meet the City's needs.	Is trusted by thousands of municipals across the US and Canada. The Innovative and rigid design of the KM 8000TEDD. This unit requires little maintenance and will ensure the City of Rochester Hills patching crews are in the field working when it matters most. Has proven track record of providing not only top quality equipment but also providing their customers with a comprehensive support staff ready and willing to help with ongoing process support and training. The KM 8000TEDD will maintain asphalt temperatures for up to 3 working days as well as reclaim bulk stored virgin hot mix overnight. This machine will ensure crews are able to patch potholes year round.	Versatility will meet City's needs with the ability to transport and hold different mixes at temperatures that make the material easy to work with and also give you the ability to make a patch that is permanent and require less trips and material to fix the same spots over time.
Certified to repair manufacturer's product as proposed. How long certified.	Yes, since 2009.	Falcon is manufacturer and has department for such repairs.
If not certified to repair who provides repair work?	NA	NA
Does unit proposed conform to all applicable federal and state motor vehicle safety standards?	Compliant with USHTSA, FMSCA, and FMVSS requirements. Certified by the National Association of Trailer Manufacturers (NATM).	Yes, NATM members and follow all Federal guidelines.
What is availability of parts? Provide complete parts listing including costs. Explain process and length of time required to obtain parts.	Most parts are readily available and ship from manufacturers headquarters in North Branch. Parts will usually be sent out same day and arrive the next day. In urgent scenarios Rochester Hills employees may pick up parts directly from KM International.	Parts on kept on-site. Delivery times are under 48 hours. Their ordering process is set up to be simple with a direct parts line and full time parts sales associate.

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References		
	1 City of Traverse City	City of Rochester
	2 Genesee County Road Commission	City of Troy
	3 Lapeer County Road Commission	City of Pontiac
	4 City of Livonia	Wayne County DPW
	5 City of Auburn Hills	Bloomfield Township
Exceptions	Please see proposal for list of exceptions.	None
Cost Proposal		
Cost for one (1) four-ton hot asphalt patching Unit	\$ 26,225.00	\$ 24,499.36
Additional options negotiated following demo:		\$ 721.21
Final Cost:		\$ 25,220.57
Additional/Optional Equipment		
Hydraulically operated hopper loading doors	Do not offer	\$ 1,875.32
Oil jacketed hopper	Do not offer	\$ 3,511.48
Replacement burner kit (spare)	\$ 562.62	\$ 1,043.21
Total cost proposal inc optional eqpt	\$ 26,787.62	\$ 56,871.15