

City of Rochester Hills, MI						
PROJECT: Crawler Excavator						
RFP-RH-18-038						
Request For Proposal Names Read: September 24, 2018						
<b>Name:</b>	AIS Construction Equipment Corp.	Southeastern Equipment Co., Inc.	Buck & Knobby Equipment Co.	Carleton Equipment Company	Michigan CAT	Alta Construction Equipment Company
<b>Address:</b>	56555 Pontiac Trail New Hudson, MI 48165	48545 Grand River Ave. Novi, MI 48374	6220 Sterns Rd. at U.S. 23 Ottawa Lake, MI 49267	48135 Gratiot Avenue New Baltimore, MI	12550 23 Mile Rd. Shelby Twp., MI 48315	56195 Pontiac Trail New Hudson, MI 48165
Manufacturer and Model of Proposed Equipment	John Deere 135G	Case Construction CX145D SR	Hyundai HX145LCRD	Doosan DX140-5 LCR	Caterpillar Model 315FL	Volvo ECR145EL
Unit Cost for Crawler Excavator :	\$221,102.00	<b>\$161,446.00*</b> *Cost includes Premier Warranty listed below	\$177,188.00	\$173,949.00	\$212,543.00	\$171,370.00
Type of Organization?	Corporation	Corporation	Corporation	Corporation	Corporation	Other
Provided a list of client references?	List provided.	List provided.	List provided.	List provided.	List provided.	List provided.
How many employees does your company employ?	416 Full-time and 87 Part-time	223 Full-time	45-50 Full-time and 4 Part-time	108 Full-time and 10 Part-time	689 Full-time and 49 Part-time	500 Full-time and 5 Part-time.
How many years experience does your company have in providing the proposed equipment?	Heavy Construction equipment dealer for over 55 years.	Have been the Case Construction equipment dealer since 1958. They have 18 full service branches in 4 states.	14 years of experience. They have 70 years in the sale, rental and service an parts sales in the heavy equipment market.	80 years in the business. Vice President has been there since 1980.	Has been in business for 74 years. 24/7 support field service and 120+ field service trucks.	Has been in the construction equipment industry for 8+ years. They have locations in Michigan and Indiana.
What are the qualifications of your staff assigned to this project?	Customer support is 24 hours a day, 7 days a week. In the last two years they have sold and delivered 39 John Deere 135G.	Entire staff of product support personnel are available 24/7. Provides training at delivery and will do refresher training at no additional cost as needed.	They have Hyundai certified trained repair techs and Perkins certified engine techs all with multiple years of experience.	Techs and sales staff are required to complete a minimum of 45 classroom training annually. Training is provided by Bobcat and Doosan Companies.	Account Representative has been with Michigan CAT since 1996. Service techs are qualified and trained.	Account Manager has extensive training selling Volvo Equipment.
Describe warranty program for equipment being proposed	Standard Warranty - 1 Year unlimited hours Powertrain & Hydraulic Ext. Warranty- 5 years, 4,000 hrs.	Includes ProCare coverage which is 36 mos/3,000 hr. full machine warranty and schedules maintenance as standard equipment including travel time. Add \$697.00 for 60 mos./4,000 hr. Premier Warranty.	Please see four page description of Hyundai warranty policy attached.	12 month full machine unlimited hours warranty with no deductible. 5 year/4000 hour powertrain and hydraulics warranty with no deductible.	12 month warranty with a 60 month 4,000 hour (whichever comes first) extended powertrain and hydraulic warranty.	Standard warranty included with the machine as well as an extended warranty from outside company.
Initial to acknowledge Delivery is FOB	Yes	Yes	Yes	Yes	Yes	Yes
Hold Harmless Signed	Yes	Yes	Yes	Yes	Yes	Yes
Meet City's Insurance Requirement	Yes	Yes	Yes	Yes	Yes	Yes
Provided Literature on the unit?	Yes	Yes	Yes	Yes	Yes	Yes
Warranty information included?	Yes	Yes	Yes	Yes	Yes	Yes
State lead-time required:	150 days	180 days	120 days for Excavator.	90 days	Estimated 15 weeks	90 days
Accept MasterCard for Payment? If yes, please indicate if there is any additional fees:	No	Yes, + 3% fee	Yes, no additional fees.	No	No	Yes, fee for certain dollar amount transactions.
Preferred Payment Method:	ACH	Credit Card preferred, but ACH and Check also.	ACH	ACH	Check of ACH	ACH
Terms	No discounts or penalties.	Net 30.	None.	None.	Discounts not applicable.	None.