

City of Rochester Hills, MI

PROJECT: One (1) Wheeled Excavator

RFP-RH-19-014

Request For Proposal Names Read: March 27, 2019

Name:	AIS Construction Equipment Corp.	Carleton Equipment Company	Michigan CAT	Alta Construction Equipment Company	Klochko Equipment Rental Co.
Address:	56555 Pontiac Trail New Hudson, MI 48165	48135 Gratiot Avenue New Baltimore, MI	12550 23 Mile Rd. Shelby Twp., MI 48315	56195 Pontiac Trail New Hudson, MI 48165	2782 Corbin Ave. Melvindale, MI 48122
Manufacturer and Model of Proposed Equipment	John Deere 190 GW	Doosan DX190W-5 US10	CAT M318F	Volvo D6J	Hyundai HW180
Unit Cost for Wheeled Excavator :	\$246,434.00	\$215,762.00	\$258,321.00	\$216,670.00	\$206,744.00
Type of Organization?	Corporation	Corporation	Corporation	Did not identify	Corporation
Provided a list of client references?	Provided	Provided	Provided	Provided.	Provided
How many employees does your company employ?	420 Full-time, 90 Part-Time	108 Full-time, 81 Part-time	689 Full-time, 53 Part-time	500 Full-Time, 500 Part-time	26 Full-time
How many years experience does your company have in providing the proposed equipment?	Has been a heavy construction equipment dealer serving the state of Michigan for over 55 years. Customer product support is 24 hrs. a day, 7 days a week.	Carleton Equipment has sold, serviced and rented industrial construction since 1956.	Has been in business for almost 75 years. 16 Full service locations, 24/7 Field Service, 120+ field service trucks, 24/7 online parts ordering, 350+ service technicians.	Has been in construction industry for 8+ years. Has locations all over Michigan and Illinois that provide rental, service and sales needs. Carry a range of OEM construction parts from industry leading brand.	Has been a Hyundai construction equipment distributor since 2003. Have provided S.E Michigan clients with exceptional rental, sales, parts and service support with all types of construction and aerial equipment.
What are the qualifications of your staff assigned to this project?	500+ dedicated employees and 70+ fully equipped field service trucks with trained field technicians.	All sales representatives and service technicians are manufactured certified.	Gordon Wedisch is a certified dealer instructor, Level 1-3 Cat certification and specialized machine training. List of other staff provided also.	Account Manager Dan Flis has been through extensive training prior to selling Volvo Equipment. If Excavator is purchased through ALTA, Volvo certified trainers and product support reps will also be available.	They have factory trained service technicians along with a fully stocked parts department and rapid response 24/7 field and mobile service.
Describe warranty program for equipment being proposed	Standard Warranty-1 year unlimited hours, bumper to bumper. Powertrain and hydraulic extended warranty- 5 years, 4,000 hours.	1 year 1500 hour full machine and 5 year 4000 hour powertrain & hydraulic warranty no deductible.	Included in the sale price is their standard 12 month warranty with a 60 month , 4,000 hour (whichever occurs first) extended powertrain and hydraulic warranty. Brochure on other warranty options available.	Standard warranty included with machine as well as an extended warranty from an outside company. All details on coverage are included in the proposal.	Standard warranty is 3 years/3,000 hours bumper to bumper, 5 years/10,000 hours structural warranty/extended powertrain/Hydraulic warranty meets 5 year/4,000 HR Spec.
Initial to acknowledge Delivery is FOB	Yes	Yes	Put the price in for response.	Yes	Yes
Hold Harmless Signed	Yes	Yes	Yes	Yes	Yes
Meet City's Insurance Requirement	Yes	Yes	Yes	Yes	Yes
Provided Literature on the unit?	Yes	Yes	Yes	Yes	Yes
Warranty information included?	Yes	Yes	Yes	Yes	Yes
State lead-time required:	150 days	Left blank	18 weeks est.	150 days. Alta will provide loaner/rental machine if needed.	150 days.
Accept MasterCard for Payment? If yes, please indicate if there is any additional fees:	No	No	No	Yes. Fees for any charges over \$10,000.00	No
Preferred Payment Method:	ACH	ACH	Check or ACH	ACH	ACH
Terms	Left blank	Net 30 days	Discounts not applicable	Left blank	Left blank.