

Request for Proposals - One (1) Compact Wheel Loader

RFP-RH-24-062

Due: October 29, 2024 at 3:00 pm

NAME	AIS Construction Equipment Corp.	Alta Equipment Company	Carleton Equipment Company
ADDRESS	56555 Pontiac Trail New Hudson, MI 48165	56195 Pontiac Trail New Hudson, MI 48165	48135 Gratiot Ave. Chesterfield, MI 48051
Years in Business:	53+	14	86
Full Time Employees:	700	3,000	100+
Part Time Employees:	100	0	
Years experience providing the proposed equipment?	63	14	86
Provide details of vendor experience:	30 year employee, experience in government sales, rentals and equipment finance.	Sales, rentals, parts and servicing of construction equipment at dealership level. Volvo is their flagship brand .	Have been providing sales and service for all kinds of equipment for years.
Qualifications of Staff assigned to project?	Full staff professional training department.	Volvo certified technicians in field and in-house with years of experience working on Volvo products.	Trained in everything Bobcat and are always accessible
Can vendor provide demonstration of equipment proposed?	Yes, can demo at Rochester Hills DPS Facility. Currently, as of 10/28, have a 244P unit with slightly different spec available to demo.	Yes, can provide an onsite demo with customer at Southeast Michigan site.	Yes, in Michigan
Client References:	Client references provided	Client references provided	Client references provided
Is vendor certified to repair the manufacturer's product proposed?	Yes, 21 years	Yes, 14 years	Yes, 86 years
What is the availability of parts?	Typically within 24 hours for common war items. Typically 1-3 days for others.	Stocks hundreds of thousands of dollars in Volvo parts. If parts are not in stock at ALTA equipment the typical lead time from Volvo is 3-5 days.	Filters are readily available. If something needed to order typically 2-3 days, stock orders are 7 days
Warranty program for equipment being proposed:	Full machine factory warranty two (2) years	2 year or 2,000 hour Volvo machine warranty	24 months or 2000 hours, whichever comes first
Cost Proposal:			
Unit Cost of one (1) new current model Compact Wheel Loader:	\$137,700.00	\$95,160.00	\$95,532.16 Bobcat L95
Make/Model:	John Deere 244P and AIS Snow Box	Volvo L30	\$86,034.76 Bobcat L85
Demonstration:	Initialed	Initialed	Initialed
Delivery:	2/1/2025	2/1/2025	L95 - 60-120 days L85 - Less than 30 days
Payment Options	Payments due within 60 days of delivery	Payments are Net 30, no discount for prompt payment	Does not accept credit card
Payment Method:	Check	Credit Card	Check

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NAME	CivicBridges	Hutson Inc.	MacAllister Machinery Co., Inc. dba Michigan CAT
ADDRESS	1846 1st St. #1006 Idaho Falls, ID 83401	2 Industrial Park Dr. Williamston, MI 48895	12550 23 Mile Road Shelby Twp, MI 48315
Years in Business:	6	96	1944
Full Time Employees:	11	865	830
Part Time Employees:	8	32	49
Years experience providing the proposed equipment?	3	34	80 years
Provide details of vendor experience:	Experience as a provider of municipal equipment and services, specializing in sourcing and supplying compact utility machinery for ground maintenance and public works projects.	Hutson acquired its first John Deere dealership in 1990. Has grown into 32 locations throughout the United States.	Has been servicing, renting and selling construction equipment such as scrapers, agricultural equipment, as well as engines used to power trucks and generators. Extensive line of compact construction equipment.
Qualifications of Staff assigned to project?	Collaborates with the John Deere technicians who have specialized training in heavy machinery operations and maintenance.	All staff is trained to assist any and all requests.	Service technicians across the state are highly trained. Expanding their full staff of in0house trainers focused on development.
Can vendor provide demonstration of equipment proposed?	Can facilitate equipment demonstrations in coordination with John Deere representatives. Demos can be conducted at the City's location.	Could demonstrate equipment if needed. The demonstration would be conducted with communication at 3 possible locations depending on timeframe of request.	Cab demo an inventory 906, may not be exact spec. Can bring to DPS location.
Client References:	Client references provided	Client references provided	Client references provided
Is vendor certified to repair the manufacturer's product proposed?	All maintenance and repair services for the proposed equipment are carried by John Deere Service Centers.	Certified John Deere dealership. All products sold by Hutson are repaired by certified technicians.	Yes, 80 years.
What is the availability of parts?	John Deere parts for the 244-P Compact Wheel Loader are available through the John Deere dealer network.	If parts are not on shelf the average parts order is 2-5 days unless part is backordered.	Possess extensive stock of parts. Have parts warehouses across the state that share a nightly shuttle service. Has 78% of items in stock at City's nearest location.
Warranty program for equipment being proposed:	Covered by John Deere, two-year coverage on parts and labor.	Two-year/2000 hour full machine warranty	24 month, 1,000 hour powertrain, hydraulic and technology warranty
Cost Proposal:			
Unit Cost of one (1) new current model Compact Wheel Loader:	\$154,448.79	\$119,547.64	\$114,564.21
Make/Model:	John Deere 244 P-Tier	John Deere 244-P	CAT Model 906
Demonstration:	Initialed	Initialed	Initialed
Delivery:	45 days	Quoted equipment in stock, 30 days after PO	Approximately 6 months
Payment Options	2% 10 net 30	No	
Payment Method:	ACH	Check	Check or ACH

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NAME	Outdoor Power Sales & Service LLC	Tri County Equipment
ADDRESS	605 S. 10th Street Mount Vernon, IL 62864	989 W Sanilac Rd Sandusky, MI 48471
Years in Business:	6	39
Full Time Employees:	8	160
Part Time Employees:	4	6
Years experience providing the proposed equipment?	6	39
Provide details of vendor experience:	Been in business since 2004 and an LLC since 2018. Specialize in grounds care equipment. Over past 5 years they have expanded their product offering to include most equipment options municipal and commercial contracts need and operate.	Sell and service agricultural, construction and residential equipment. Have 11 locations that all use to pool talent and resources to take care of their customers.
Qualifications of Staff assigned to project?	Provide machine delivery, onsite operations training at the time of delivery. Will also include a call number for phone tech support with their operating hours.	Techs on staff with factory training on these machines, along with certified parts professionals and their sale staff attends regular training on machines.
Can vendor provide demonstration of equipment proposed?	If demo is required contact the employee in response.	Yes, can be done near Sandusky or Lapeer.
Client References:	Client references provided	Client references provided
Is vendor certified to repair the manufacturer's product proposed?	Authorized Bobcat GME dealer and an Authorized repair center. Have been dealer since Jan. 2022	Yes, 39 years
What is the availability of parts?	Direct shipping from Bobcat to your service location for repair items and customer installed part warranted failures. Lead time on parts as sort as Next Day.	Stock large inventory of parts across their organization. In the case that they do not have part, can order part for the next day with additional freight or as stock order for 2-3 day deliver.
Warranty program for equipment being proposed:	24 month or a total 2000 hours of use.	2 year or 2000 hour of use.
Cost Proposal:		
Unit Cost of one (1) new current model Compact Wheel Loader:	\$116,550.00	\$115,510.26
Make/Model:	Bobcat Wheel L95 Loader	John Deere 244 P-Tier
Demonstration:	Initialed	Did not initial
Delivery:	12/1/2024	2/1/2025
Payment Options	Credit Card and ACH	
Payment Method:	Check or ACH	Check or ACH