Title of Bid: Track Type Skid Steer Loader  
Bid #: 20-062
Dept.: Parks and Recreation  
Contact Person: Dennis Green  
Ext.: 7632

Description (product/service, justification and use):

1- 2020 Takeuchi TL12R2 skid loader

This unit's primary function will be for construction jobs. We are trading in a smaller unit that has steel tracks that are very aggressive and tear up the ground more than a rubber track. Our trade in unit has almost 2000 hours on the meter which still allows for a good trade in value.

Goals/Objectives: To add a piece of equipment to our fleet that will allow greater horse power for our construction projects. To provide dependability and the ability to do more variety of construction projects with the forestry grinder head & trencher.

This purchase was approved as part of the Parks Capital plan in August 2019 and as part of the 2020 County Budget in December of 2019. The total cost of this project is $67,818.00 and will be paid out of the FY2020 Quail Ridge Machinery and Equipment Budget (2453300 47400). $72,000 was budgeted for this purchase.

Award to: Luby Equipment  
Location: OFallon MO

Price: $67,818.00  
Contract term (if applicable): 30 days Delivery

Bid opening held on: 4/21/2020  
Opened by: Terry Daugherty

Account number to be charged for purchase: 2453300 - 47400

If bid was not awarded to lowest bidder, please explain:

Low bidder has 10% less horse power, 23% less ground clearance, 10 less hydraulic flow, 22% less cab width space, than specifications called for. No rear view camera for safety. Only one set of auxiliary hydraulic ports, front door hinges outward trapping the operator in the unit if it stalls out with the lift arms off the ground, low bidder did not have remote diagnostic or GPS capabilities. Unit did not have a radial lift. Our equipment operator test drove this unit and was not as happy with its power and comfort as compared to the Takeuchi TL12R2

If paying for with grant funds, please indicate (1) grant name, (2) total grant amount, (3) what portion of purchase is being paid for by a grant, and (4) when grant period ends as applicable:
FORMAL BID – REQUEST FOR APPROVAL

Bid #: 20-062

Additional Bids Received

The following additional bids were received:

<table>
<thead>
<tr>
<th>Vendor</th>
<th>Price</th>
<th>Meets all specifications</th>
</tr>
</thead>
<tbody>
<tr>
<td>Luby Equipment</td>
<td>$67,818.00</td>
<td>Yes</td>
</tr>
<tr>
<td>Erb Equipment Co</td>
<td>$79,975.00</td>
<td>No</td>
</tr>
<tr>
<td>Bobcat of St. Louis</td>
<td>$66,504.28</td>
<td>Yes</td>
</tr>
<tr>
<td>Fabric Cat</td>
<td>$0.00</td>
<td>No</td>
</tr>
<tr>
<td>Fenton</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

For each vendor that doesn’t meet specifications, please explain why:

Vendor: Low bidder has 10% less horse power, 23% less ground clearance, 10 less hydraulic flow, 22% less cab space

☐ Sole source justification memos from (1) dept. and (2) vendor attached.

Department Director/Elected Official must sign the request prior to routing to the Purchasing Manager.

[Signature]

Date: 1/27/2020

Approval or Concurrence of Director of Finance

[Signature]

Date: 1/1/20

Below only to be completed for bids at least $15,000 and less than $50,000. See instructions at the top of pg. 1.

[Signature]

Date
To: County Council
From: Ryan Graham, Director of Parks and Recreation
Date: 4/27/2020
Re: Approval of Bid for Skid Steer Loader

For your consideration is a Request for Bid Approval for a Skid Steer Loader from Luby Equipment.

There were four responses. Bobcat of St. Louis was the low bidder at $66,504.28 on a T870 after trade in. Luby Equipment bid a Takeuchi TL12R2-CRHP and was $67,818.00 after trade in and.

While Bobcat of St. Louis was the lowest bid by $1313.72, there are several areas of Bobcat’s machine that do not meet specifications. Please see the attached addendum explaining these discrepancies.

Seventy Two Thousand dollars was budgeted for the purchase of this new machine and attachments. Staff is recommending that the Takeuchi TL12R2 skid loader and attachments (one 72" forestry grinder, one 48" trencher and one adapter plate for our hydraulic breaker) be purchased from Luby Equipment.

This project was approved as part of the Parks Capital Plan in August 2019 and as part of the 2020 County Budget in December 2019. The total cost of the unit and attachments (after trade-in of the department’s Bobcat T770 steel tracked machine) is $67,818.00 which is $1313.72 more than the lowest bid, but still under the approved budgeted amount. The cost of this project is budgeted into the Capital Budget items FY2020 Quail Ridge Park Machinery and Equipment (2453300 47400).

Please let me know if you have any questions, concerns or would like to discuss further.

Thank you,

Ryan Graham

Director of Parks
Addendum 1

1. The T870 is rated at 100 hp which is 10% less than the specifications of 111 hp in the bid packet.
2. The T870 does not have a rearview camera, salesman wrote in bid packet and stated that it was optional. The specifications called for one. This is an important safety feature.
3. The T870 only has one set of auxiliary hydraulic ports. The specifications called for a secondary set. There are several implements that require two sets of hydraulic ports to run them properly.
4. The T870 only has 8.6” of ground clearance whereas the specifications called for 12.5” of clearance. A 3.9” variance can make a lot of difference while using the forestry grinder and driving through the woods with downed trees and stumps to get high centered on.
5. The T870 only has a 2.5-gallon Hydraulic tank whereas the specifications called for a 13.2-gallon tank. The high capacity tank helps provide lower oil temperatures which extends the life of the components.
6. The T870 only has a 36.6-gpm of Hydraulic flow whereas the specifications called for 40.4-gpm. The higher flow helps operate the high flow implements such as the forestry grinder at a faster more efficient operation.
7. The T870 only has an interior width of 33” in the cab whereas the specifications called for 40.5” which is more comfort in maneuverability for the operator while using the unit.
8. The T870 only has a 31” door opening whereas the specifications called for 34” which makes it harder entering and exiting the cab.
9. The T870 has a front glass door that is hinged outward and the unit is not designed to operate with the door open whereas the specifications called for a Lexan glass door that hinges upward and inside the unit and designed to operate with the door opened or closed. There are several scenarios where the operator may want to have the door opened while running the unit.

10. Skid loaders provide two models (Radial and vertical), a radial lift unit which is designed to give you greater lifting power (lift arm breakout) at ground level. It also has greater forward reach at mid-height, which is useful for backfilling (dumping material further into the trench while being able to sit further from the edge) and handling palletized material at truck height. The specifications are for a Radial model because it is better suited for the bulk of our work and the attachments we use. The T870 Bobcat is a Vertical lift unit whereas the Takeuchi TL12R2 is a Radial lift unit.

Below are some non-specification related reasons as to why the parks department would like to purchase a Takeuchi TL12R2 skid steer loader:

1. TAKEUCHI FLEET MANAGEMENT service provides remote access to diagnostics of the unit. It also provides GPS tracking of the unit and is a free two-year service provided by Luby Equipment Company.
2. Staff have had to crawl out of the rear emergency exit glass on the Bobcat T770 because the unit died and the arms were up trapping the operator inside, the front door will not open unless the lift arms are all the way down. You do not have this issue with a Takeuchi skid steer loader because the glass opens into the cab.
3. Our equipment operator demoed the machines and he believes the Takeuchi skid loaders hydraulic lines are better protected and in a better location than on the bobcat which should result in less down time for line repairs. He also prefers the larger cab, comfort and power of the Takeuchi.