Title of Bid: New Large 10'-11' Rotary Mower
Bid #: IFB 20-065
Dept.: Parks and Recreation
Contact Person: Wesley Woods
Ext.: 1928

Description (product/service, justification and use):

This bid was published to solicit pricing for one large rotary cut mower. Bid specifications were written around the Toro 4100D mower that we currently use in several of our parks. We received two bids in response, one from MTI (Toro) and the other from Turfwerks (Jacobsen). Both of these distributors submitted bids for the 10' to 11' mower with the Jacobsen HR600 offered by Turfwerks being the low bidder.

The bid from MTI for the 4100D was $72,900.67 with the added options and meets all bid specifications.

The bid from Turfwerks for the HR600 was for $60,530.00 with the added options and meets most bid specifications.

I spoke with the sales representative from Turfwerks so that we could compare the HR600 next to the large areas mowers that we currently have. After having a demonstration mower on site and getting to compare the mowers side by side it is my opinion that although the HR800 does not meet all of the bid specifications the differences are not significant enough to warrant the spending of an additional $12,370.67 for the Toro 4100D offered by MTI.

Jacobsen also offers a 14' rotary mower the HR700 and is the only manufacturer that offers a mower of this size. It is identical to the HR600 with the exception being that the mowing decks are 25% larger. The sales representative did not include pricing for this mower in the bid because the specifications were for a 10'-11' mower. However, the cost of the HR700 with added options would be $69,874.00 which is still under the budgeted amount of $75,000.00.

The primary use for this mower will be at The Park at New Melle Lakes which has several large areas of open turf on the disc golf course. The larger HR700 will allow an additional 2.5 acres per hour to be cut over the 10'-11' mowers. This will save man hours, wear & tear and repair costs on the smaller mowers currently being used at this park.

Award to: Turfwerks
Location: 105 Ford Ln, Hazelwood, MO, 63042
Price: $69,874.00

Bid opening held on: 5/14/2020
Account number to be charged for purchase: 2453300 - 47400

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

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 #: IFB 20-065

**Additional Bids Received**

The following additional bids were received:

<table>
<thead>
<tr>
<th>Vendor</th>
<th>Location</th>
<th>Price</th>
<th>Meets all specifications</th>
</tr>
</thead>
<tbody>
<tr>
<td>MTI</td>
<td>8901 Springdale Ave, Berkleay, MO 63134</td>
<td>$72,900.67</td>
<td>Yes</td>
</tr>
<tr>
<td>Turfwerks</td>
<td>1.5 Ford Ln, Hazelwood, MO 63042</td>
<td>$60,530.00</td>
<td>No</td>
</tr>
<tr>
<td>Sierras JCB</td>
<td>St. Peters, MO</td>
<td></td>
<td>Yes</td>
</tr>
<tr>
<td>WM Pope John Deere</td>
<td>St. Charles, MO</td>
<td></td>
<td>No</td>
</tr>
<tr>
<td>Heavy Duty Turf</td>
<td>Chesterfield, MO</td>
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<td>Yes</td>
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</table>

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

Vendor: Turfwerks did not meet all specifications due to differences in design. Exceeds several specifications as well.

Vendor:

☐ 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.*

Department Director/Elected Official Signature

Date

Approval or Concurrence of Director of Finance

Date

**BELOW ONLY TO BE COMPLETED FOR BIDS AT LEAST $15,000 AND LESS THAN $50,000. See instructions at the top of pg. 1.**

Director of Administration Signature

Date