

City of Willoughby Hills

Interoffice Memo

Date: August 10, 2015

To: Mayor Robert M. Weger

From: Mark Grubiss, Road Superintendent

Subject: Reconsideration of Bid Opening of 8/10/15 for Salt Spreader and Plow

Earlier today, we reviewed the two proposed bid specs for the Salt Spreader and Plow. At the time of bid opening, it was my opinion that Jones Equipment was the lowest and best bid at \$76,950. That recommendation was submitted to Council this morning; however, the lack of a quorum necessitated another meeting to approve any bid.

Dan Perry of Henderson Equipment contacted me following the bid opening and presentation of bid to Council. He questioned whether the Jones Equipment bid contained certain elements and wanted to review the bid with me. I met with Dan and the following new facts were brought to light:

- There is only a one year warranty on the Jones Equipment bid. (Henderson is a two year warranty from front to back).
- All parts for the salt spreader provided by Henderson are "in stock" and available when needed. Jones, on the other hand, does not stock all parts and uses Viking as their vendor and parts are located in New York with this vendor.
- The Glenhill plow quoted by Jones Equipment is a lighter plow than the Henderson plow quoted by Henderson Equipment. In my opinion, I would prefer to go with the heavier duty plow. It will last longer in the long run.
- The specs call for "stainless steel screen" on the salt spreader. The Jones Equipment quote was for "galvanized dipped steel screen." There is a difference of \$1,800 between the stainless steel screen and the galvanized dipped steel screen. I have some concerns that the dipped screen may not have the longevity of the stainless steel screen.

After examining the quotes closer than I had done this morning at the bid opening and speaking with Dan Perry of Henderson Equipment, I thought it would be only fair to

discuss these differences with Justin Mackey of Jones Equipment, who prepared the quote. Justin confirmed the one year warranty and the necessity to get parts from Viking. Further review of the bid itself identified the non-compliance of the bid specs with the galvanized dipped steel screen.

Based upon this information that was not readily available at the time of the bid opening this morning, I would recommend that we accept Henderson Equipment's quote of \$77,144 as the lowest and best bid.

I apologize to you and Council for this change in my decision with this bid opening, but the short window of time to get this reviewed and off to Council for approval this morning, was not enough time to fully consider all aspects and be fair to all bidders.

I hope this plan meets with your approval and we can provide the other bid information to Council. Thank you for your consideration.