



MEMORANDUM

TO: ROBERT A. KUNTZ, CITY ADMINISTRATOR

FROM: GARY R. KRAMER, P.E., CITY ENGINEER/DIRECTOR OF PUBLIC WORKS

DATE: JANUARY 27, 2015

SUBJECT: SALT BRINE APPLICATION EQUIPMENT (SPRAYERS)

RECOMMENDATION: We recommend awarding the contract to Knapheide Truck Equipment for the Certified Power, Inc. manufactured application equipment and the closed loop option for a total cost of \$63,602.00.

EXPLANATION: The 2015 budget provides \$160,000 for the purchase of truck-mounted application equipment (sprayers) and salt brine production plant (mixer). The recommended cost of the mixer (bid separately) is \$89,220.00 (refer to separate memorandum).

Request for bid were sent to seven vendors and advertised in the St. Louis Business Journal and on the City's website. Bid specifications are on file at the Public Works Department. On January 23, 2015, five bids were received and opened. Below is a summary of those bids.

	Manufacturer	Base Bid	Closed-Loop Option	Total
Knapheide Truck Equipment	Vari-Tech Industries, Inc.	\$56,865.00	\$2,260.00	\$59,125.00
Knapheide Truck Equipment	Certified Power, Inc.	\$58,582.00	\$5,020.00	\$63,602.00
Woody's Municipal Supply Co.	Certified Power, Inc.	\$59,443.50	\$4,800.00	\$64,243.50
Viking-Cives Midwest	Certified Power, Inc.	\$60,915.00	\$6,340.00	\$67,255.00
Chemical Containers, Inc.	Chemical Containers, Inc.	\$91,796.43	Not offered	\$91,796.43

The closed loop system provides accurate recording of materials sprayed.

The low bidder, Knapheide Truck Equipment, withdrew their bid for the Vari-Tech sprayer equipment due to incomplete pricing (letter attached).



Knapheide Truck Equipment

10101 Mid Rivers Mall Drive
St Peters MO 63376
Phone: 636-397-4444
Fax: 636-397-2613
www.stlouis.knapheide.com

January 27, 2015

To: The City of Ballwin, MO.

Regarding: RFP# 15-09

Gentlemen,

It has come to my attention that my Bid from Knapheide with the Veri-Tech Tank & Spray system is flawed due to a miss-communication with my hydraulic vendor. The pricing I used was incorrect giving us a low number we simply cannot support.

We respectfully ask to have this bid withdrawn immediately from consideration.

If you have any questions, please call me.

Thank You,

John Volker

A handwritten signature in black ink that reads "John Volker". The signature is fluid and cursive, with a long, sweeping underline that extends to the right.

Knapheide Sales Rep
(314) 435-6079