

MEMORANDUM

TO: ROBERT A. KUNTZ, CITY ADMINISTRATOR

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

DATE: APRIL 17, 2013

SUBJECT: TANDEM TRUCK

RECOMMENDATION: We recommend the following:

1. Reject all bids received on April 5, 2013.
2. Award contract to the State low bidder, Navistar Truck Group, in the amount of \$154,311.00 which includes alternate bids 1 and 2.
3. Advertise the old 2-ton truck and snow plow for sale on GovDeals.com

The budget for a tandem truck, snowplow, and salt spreader is \$157,000.

EXPLANATION: We solicited bids for the purchase of a tandem truck including a salt spreader and plow to replace a 2001 two-ton dump truck with plow and in-bed salt spreader. Requests for bids were advertised in the St. Louis Business Journal, on the City's website, and mailed to 6 vendors. On April 5, 2013 four bids were received and opened. The bid specifications are on file in the Public Works Department. The tabulation of bids is as follows:

	Truck Centers	Kenworth of St. Louis	Vanguard Truck Center	Midwest Truck Sales
Base Bid	\$129,394.00	\$143,090.00	\$125,427.35 ⁽¹⁾	\$90,336.00 ⁽²⁾
Alt. #1-Salt Spreader	\$17,122.00	\$17,122.00	\$17,122.00	\$17,122.00
Alt. #2-Snow Plow	\$9,487.00	\$9,487.00	\$9,487.00	\$9,487.00
Total without trade-ins	\$156,003.00	\$169,699.00	\$152,036.35 ⁽¹⁾	\$116,945.00 ⁽²⁾
			WITHDREW	WITHDREW
Alt. #3-Trade-in of 2-ton Truck	(\$8,500.00)	(\$10,000.00)	(\$9,900.00)	No Bid
Alt. #4-Trade-in of Snow Plow	(\$500.00)	(\$500.00)	(\$100.00)	No Bid

- (1) Vanguard Truck Center submitted the attached letter dated April 15, 2013 withdrawing their bid because they mistakenly omitted the cost for an automatic transmission a \$6,900 value.
- (2) Midwest Truck Sales submitted the attached letter dated April 17, 2013 withdrawing their bid because they mistakenly omitted the cost of the bed a \$40,831.00 value.

The State low bidder, Navistar Truck Group, was prohibited from responding to our request for bids. However, they will honor their State bid prices (email dated April 17, 2013 is attached) noted below which excludes trade-ins.

Navistar Truck Group	Truck & Bed	Alt.#1: Salt Spreader	Alt. #2: Snow Plow	TOTAL
	\$133,211.00	\$13,950.00	\$7,150.00	\$154,311.00



April 15, 2013

Jim Link

Superintendent of Public Works

City of Ballwin

200 Park Dr.

Ballwin, MO 63011

RE: RFP 13-26

Jim,

I am very sorry to inform you that we are unable to perform under the conditions of RFP 13-26. I was hoping that we could work something out between Mack and ourselves, but that has not happened. To recap, I mistakenly left of a \$6,900 Allison transmission surcharge when I assembled our bid for the RFP. I understand that the bid was submitted as complete, but we will lose a significant sum of money if asked to perform as submitted. I respectfully ask that you withdraw our bid and that this action not prejudice our participation in future bids.

Thanks for your patience and willingness to work through this with me.

Best regards,

Mark Roman
Sales Representative

MID WEST TRUCK SALES



3101 Industrial Park Place Drive W, St. Peters, MO 63376 (636)272-6400

April 17, 2013

Jim Link
Superintendent of Public Works
City of Ballwin
200 Park Dr.
Ballwin, MO 63011
RE: RFP 13-26

Jim,
Mid-West Truck Sales cannot honor the proposal submitted on RFP 13-26. I mistakenly left the body quote from Knapheide out of the final price page and did I not sign the bid sheet. I would like to withdraw our bid and hope that we can participation in future bids.

Chris Michel | Sales Representative
3101 Industrial Park Place W Dr
St. Peters, MO 63376
Office: 636-272-6400 | Cell: 314-608-4661 | Fax: 636-272-6783
Email: cmichel@midwest-trucks.com

MID WEST TRUCK SALES

| St. Louis | Kansas City |

From: Sontag, Joseph [REDACTED]
Sent: Wednesday, April 17, 2013 10:50 AM
To: Link, James
Cc: Daniel Wheeler [REDACTED]
Subject: Re: Tandem

Jim the price in the attached quote is good until 9/30/2013.

Please call if you have any questions.

Joe

From: Sontag, Joseph [REDACTED]
Sent: Monday, April 15, 2013 11:47 AM
To: Link, James; Daniel Wheeler
Subject: RE: Tandem truck specs

Grand total \$154,311.00 for body and chassis see attached.

Joe

Joe Sontag | National Account Manager | Navistar, Inc. | 900 S. Highway Drive, Suite 103 | Fenton, MO 63026 | P 636.343.6800
| F 636.349.0335 | C 314.640.4111