

# Memorandum

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**To:** Linda Bruer, Director  
**CC:** John Hoffman, Deputy Director  
**From:** John Hawkins Golf Course Superintendent  
**Date:** February 25, 2013  
**Re:** Bid for Utility Vehicle

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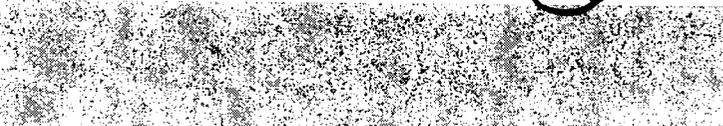
On February 21<sup>st</sup> 2013 bids were opened for the golf course to purchase a new heavy duty utility vehicle. The total amount budgeted for this purchase was \$21,000 (account number 01-04-41 222510). There were four companies that showed an interest in giving us bids with two of the four being local vendors MTI (Toro) and Turfwerks (Cushman).

The proposed purchase of a new vehicle is to replace the present vehicle which is 29 years old. Because of its age the machine is on its third engine, the steering is very suspect, and there are problems with the electrical system. Also because of its age there is no resale value and therefore there will be no trade-in. The staff would recommend keeping the vehicle and scrapping it out or selling it on Gov. Deals.

The utility vehicle is primarily used for carrying heavy loads such as sand to the bunkers or rock, soil and sod to and from construction projects. This vehicle is also used to tow the topdresser when the staff is topdressing greens or towing the sweeper when staff needs to clean up debris from the golf course. This vehicle is used on a daily basis in some capacity.

The two local vendors MTI and Turfwerks were the only bidders that came in under the budgeted amount of \$21,000 with Turfwerks being low bidder at \$18,319.00 and MTI was second lowest at \$19,888.00. However, staff does not recommend going with the lowest bidder Turfwerks (Cushman) because their vehicle does not meet all of the specifications outlined in the bid.

After having lengthy conversations with Mike Buttry mechanic for the golf course and Chuck Loyd mechanic for public works the following items or



After having lengthy conversations with Mike Buttry mechanic for the golf course and Chuck Loyd mechanic for public works the following items or lack of items are very important for two reasons, one for the safety of the operator and two for the durability and performance of the vehicle.

- 1) Safety Issue: Disk braking system; Toro has it and Cushman does not. It is in the bid specifications that the vehicle must have 9 1/2 inch disk brakes rather than drum brakes. According to the two mechanics the disk brakes provides greater stopping power and is especially important with heavy payloads and the towing of heavy implements.
- 2) Safety Issue: Towing Capacity; Toro has a larger towing capacity (3500lbs) compared to the Cushman's (1500lbs). According to the mechanics the heavier towing capacity allows the operator to have better control of the vehicle and the implement that is being towed. For example the topdresser fully loaded with sand weighs almost 3500lbs and you want to be able to control both the vehicle and the implement when going over the mounds surrounding the greens.
- 3) Durability and Performance: Engine size; Toro has a larger engine than the Cushman does. It states in the bid specifications that the engine must reach a maximum 32hp at 3600 rpm which Toro does. In order for Cushman to achieve 32hp their engine must run at 4450 rpm. Bottom line the Cushman engine needs to work harder to achieve maximum hp. When you are talking about a vehicle that is asked to haul and tow large amounts of weight the vehicle's durability and performance is going to be compromised with the smaller engine.
- 4) Performance: Locking Rear Differential; This feature was stated in the bid specifications and is a feature that is on the Toro vehicle but is not offered on the Cushman. This feature locks both rear wheels in order to get better traction. This is a must feature when staff is towing the topdresser over the mounds surrounding the greens.
- 5) Performance: Turning Radius; Although not in the bid specifications the Toro does have a sharper turning radius 32 inches compared to the Cushman which has 41 inch turning radius. This is also a must when towing the topdresser and trying to topdress greens. It gives the operator better maneuverability in tight work zones.
- 6) Durability: Tires: It states in the specifications that the vehicle must have 6 ply tires. The Toro vehicle comes standard with 6 ply tires whereas the Cushman come with standard 4 ply tires. According to the mechanics the 6 ply is a heavier thicker tire and can take more abuse and will last longer.

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- 7) Durability: Heavier Rear Suspension; A heavier suspension was specified in the specifications. Toro's vehicle has a heavier rear end suspension whereas the Cushman vehicle does not. The heavier suspension allows the vehicle to carry more weight and also protects the rear transaxle from being damaged.
- 8) Safety: Supervisor 3<sup>rd</sup> Gear Lockout; Toro has this feature and Cushman does not. This is a safety feature that prevents new or inexperienced operators from operating the vehicle at maximum speed.

Staff recommends that the utility vehicle be purchased from the second lowest bidder which would be MTI Equipment Company of Berkeley, Missouri in the amount of \$19,888.00. Even though the MTI bid is not the lowest bid it is still under the budgeted amount of \$21,000.00. Staff feels that for safety and durability reasons that it is in the best interest of the Ballwin Golf Club and the City of Ballwin that we purchase a vehicle that meets all of the bid specifications.

If you should have any further questions please let me know.

**CITY OF BALLWIN  
TABULATION OF BIDS**

RFP # 13-20

BID ITEM: Utility Vehicle      DATE OPENED: Feb 21, 2013      DEPT: Parks + Rec  
Golf Course

Bidder	Professional Turf Products	Spartan Distributors	MTI	Turfwerks	
1. Utility Vehicle	20,939. <sup>00</sup>	21,629. <sup>51</sup>	\$19,888. <sup>00</sup>	\$18,319. <sup>00</sup>	
2.					
3.					
4.					
5.					
6.					
7.					
"NO Trade-in"	0	0	0	0	
<b>TOTAL NET PRICE</b>					
<b>DELIVERY DATE</b>					