



# CITY of NOVI CITY COUNCIL

**Agenda Item G**  
**February 27, 2017**

**SUBJECT:** Approval to award the lowest bid of \$97,227.00 to Varsity Ford for the purchase of a 2017 F-550 Swaploader, and the up-fits to be done by Knapheide.

**SUBMITTING DEPARTMENT:** Department of Public Services, Fleet Asset Division *MDR*  
Department of Public Services, Water and Sewer Division *ZLC*

**CITY MANAGER APPROVAL:** *[Signature]*

<b>EXPENDITURE REQUIRED</b>	<b>\$ 97,227.00</b>
<b>AMOUNT BUDGETED</b>	<b>\$ 103,750.00</b>
<b>APPROPRIATION REQUIRED</b>	<b>\$ N/A</b>
<b>LINE ITEM NUMBER</b>	<b>592-592.00-984.010</b>

## BACKGROUND INFORMATION:

The 2017 F-550 Swaploader will replace #701, a 1999 model year F-450. The F-450 has been in service to the Water and Sewer Division for eighteen years and has several mechanical failures, and lacks the integrity of a working City vehicle.

Awarding Varsity Ford the bid will allow them to build the chassis and also make sure the custom up-fits are done properly and in a timely manner by Knapheide.

**RECOMMENDED ACTION:** Approval to award the lowest bid of \$97,227.00 to Varsity Ford for the purchase of a 2017 F-550 Swaploader, and the up-fits to be done by Knapheide.



CITY OF NOVI

ORIGINAL

TRUCK AND HOOK LIFT SYSTEM

BID FORM

GAS ENGINE  
KNAPHEIDE TRUCK

We, the undersigned as bidder, propose to furnish to the City of Novi, according to the specifications, terms, conditions and instructions attached hereto and made a part thereof:

**A. CAB & CHASSIS WITH EQUIPMENT, as specified**     \$ 66,887.00 Lump Sum

Chassis Year, Make & Model 2017 FORD F550 4X4 CHASSIS

**B. OPTIONAL ATTACHMENTS (Must be bid individually; do not include these prices in A.)**

1. Provide & install 10 ft. Crysteel E Tipper dump body

\$ 9250.00 Lump Sum

2. Provide & install 10 ft. Flatbed stake Rack

\$ 7435.00 Lump Sum

3. Provide & Install 10 ft. Portable tool crib enclosed

\$ 13,655.00 Lump Sum

Delivery (after receipt of order) 180-240 DAYS TOTAL CHASSIS+UPFIT

We acknowledge receipt of the following Addenda: NA  
(please indicate numbers)

**EXCEPTIONS TO SPECIFICATIONS: All exceptions must be clearly indicated in bid.**

COMMENTS: SEE EXCEPTIONS ON SPEC. PAGE #8 FOR CHASSIS

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**NON-IRAN LINKED BUSINESS**

By signing below, I certify and agree on behalf of myself and the company submitting this proposal the following: (1) that I am duly authorized to legally bind the company submitting this proposal; and (2) that the company submitting this proposal is not an "Iran linked business," as that term is defined in Section 2(e) of the Iran Economic Sanctions Act, being Michigan Public Act No. 517 of 2012; and (3) That I and the company submitting this proposal will immediately comply with any further certifications or information submissions requested by the City in this regard.

**THIS BID SUBMITTED BY:**

Company (Legal Registration) STANFORD BROS. INC dba VARSITY FORD

Address 3480 JACKSON RD. P.O. BOX 2507

City ANN ARBOR State MI Zip 48106-2507

Telephone 734-332-1756 Fax 734-996-2714

Representative's Name PATRICK P. MAURER

Representative's Title FLEET MGR.

Authorized Signature Patrick Maurer

E-mail patmaurer@varsityford.com

Date 1-24-17



**CITY OF NOVI  
SPECIFICATIONS**

**TRUCK AND HOOK LIFT SYSTEM**

**A. CAB & CHASSIS AND EQUIPMENT**

**CAB & CHASSIS:**

**Ford F 550 4x4 Regular Cab Chassis, or equivalent**

165" Wheelbase

Exterior Color: Red

Interior color: Gray

6.7L V8 Diesel, 6.2L V8 Gas, or Equivalent (Gas Preferred)

Torq Shift 6 speed auto

4.88 Limited Slip Axle Ratio

Payload upgrade minimum 19,500# GVWR Pkg.

Heavy Duty Alternator

225 BSW X 19.5

50 State Emissions System

Vinyl Bench Seat w/armrests

Dual Airbags – Driver, Passenger

AM/FM Stereo with clock

Tilt Wheel

Cruise Control

Air Conditioning

XL Trim

Power Windows, Power locks

Trailer Tow Mirror, Manual Telescoping

Spare Tire

*EXCEPTION: 4 TRACTION ON REAR & 2 ALL SEASON ON FRONT*

*EXCEPTION: 40/20/40 SEATING*

*Patrick Maurer  
VARSITY FORD*

**EQUIPMENT:**

**1. Install Swap loader hook lift holst model SL-105, or equivalent**

- o Compatible for 84 CA
- o Dump Capacity minimum 10,500 lbs.
- o Hook height to bottom of pin 36"
- o Body length 10-11'
- o Sliding jib design
- o Dual lift and dump cylinders
- o Low pressure hydraulics
- o Dual rear pivot section
- o Integral dual counterbalance valves
- o Jib lock out system



**KNAPHEIDE TRUCK EQUIPMENT**

**1200 South Averill Avenue \* FLINT, MI 48503 \* 800-589-9100 \* FAX 855-629-4643**  
**\*\*\*\*\* Quality for over 50 years \*\*\*\*\***

January 19, 2017  
City of Novi  
City Clerk's Office  
45175 Ten Mile Road  
Novi, MI 48375-3024

**"Truck and Hook Lift System Bid"**

<b>Attention: Sue Morianti</b>	<b>Phone:</b>	<b>Fax:</b>
PO#: Salesman: Jim Fountain	Terms: NET 30 DAYS	VIN:
Truck Year: 2016/17	Make: Ford F 550 4 X 4 Reg. Cab	C/A: 84"
Chassis Available:	Delivery Promise: 90-120 days ARO	FOB: CUSTOMER

**QUOTATION**

**FURNISH AND INSTALL THE FOLLOWING EQUIPMENT:**

Install Stellar Hook Lift hoist model Shuttle 84-10 Flex Compatible for 84 CA  
Dump Capacity minimum 10,500 lbs. Hook height to bottom of pin 36" o Body length 10-11'  
4 years parts and 1 year labor warranty. Rear window cab guard

**Lighting and Miscellaneous:**

Install Roll Rite manually operated semi-automatic tarp system including a mesh type tarp cover.  
System will include a tower assembly and will be permanently mounted to the chassis. Install Star  
Model 92016A-LED light bar in front of tarp system wind deflector. Install minimizer poly fender  
kit with mud flaps. Install rear light bar including LED marker light kit with LED stop/turn tail lights,  
LED backup lights and LED oval amber warning lights. Backup alarm Electrical disconnects for  
attachments will be located behind cab/ driver's side. Install 3/4" rear hitch plate, including the  
following Class IV receiver tube D rings for safety chains 7-way round electrical connector.  
Install Western 8.5' Pro Plow Plus front plow, including the following Electric / Hydraulic power  
unit Frame attaching mounting brackets Ultra-mount hitch assembly Plow lights and all  
necessary wiring Handheld controller Rubber snow deflector mounted on top of the moldboard

**MUNICIPAL PRICE INSTALLED: \$ 29,450.00**

**OPTIONAL ATTACHMENTS:**

Provide & install 10 ft. Henderson MKIII dump body, Dump body attachment on 10' Hooklift  
subframe with rear heavy duty steel drum wheels 120"length, 87" inside width 18" side height, 24"  
tailgate 9"x35" flame cut window Cross memberless design Boxed top rail 10 Gauge body sides  
and ends constructions 7 gal. A1011 floor construction Sloped running boards 3 panel tailgate  
construction with quick drop design Body shall be painted red with drop down sides.

**MUNICIPAL PRICE INSTALLED: \$ 9,250.00**

11 ft. Knapheide Flatbed Stake Rack attachment mounted on a Hooklift and skid assembly to fit  
Stellar Hooklift, Flatbed includes a 3/16" tread plate deck 3" structural C channel cross members  
on 12" centers 4- removable stake rail sides. Rubber rollers installed at the end of the bed Front  
bulkhead with a 2"x 2" x 1/4" frame Windows built into bulkhead with expanded metal screens (6)  
heavy duty D rings welded to the floor of body equally spaced Body is sandblasted Ecoated,  
painted black, and oven cured.

**MUNICIPAL PRICE INSTALLED: \$ 7,435.00**



Provide & install a Supreme Signature Aluminum body.  
11 ft. Portable tool crib box attachment 10' L x 8' W x 7' H  
Flat floor standard, 3" I-beam crossmembers on 12" centers standard  
1-1/8" laminated hardwood floor with poly clear-coating for protection  
1/2" plywood lining full sides  
1/2" core FRP front wall  
Color: frost white .040 alum sidewall 7' H standard  
18 gauge galvaneal 1-1/8" z-posts standard, 16" wall stud spacing standard  
2" rivet spacing on seams 4" inter standard  
10 gauge galvaneal rear structure standard, 7 gauge rear sill standard  
10 gauge vertical rear corners standard, 5".100 aluminum front corners standard  
.063 aluminum 12" radius front standard  
Aluminum extruded base rail standard  
Base rail bolts standard, complete body undercoating standard  
White Mylar barrier tape used between steel crossmembers and base rail connection  
Translucent roof  
Two (2) roof-mounted Lumidome roof vents, manual 14-1/4" x 14-1/4" white  
Rear swing doors full-height swing camlock hardware  
Dual camlocks, door hold backs  
Curbside barlock door, 42" x 72" hinged at front, location 22" back  
E-track side recessed side walls 24" and 48" from floor  
Vestil folding aluminum suitcase ramp model RAMP-SF 500 lb. capacity  
7' long, 29" wide and 15" wide when stored ramp storage retention inside van body at rear side wall.  
One (1) LED STT light mounted in the rear pillar post each side of the van body

**MUNICIPAL PRICE INSTALLED:** \_\_\_\_\_ **\$ 13,655.00**

**DEVIATIONS:**

Bidding a Stellar Hooklift system in place of the Swap loader system, the Stellar Hooklift system was pre-approved as equal by the city of Novi.

Bidding a Henderson MKIII dump body in place of the Crysteel E Tipper dump body the Henderson dump body was pre-approved as being equal by the city of Novi.

These are the only two deviations from the published specifications.

**QUOTED BY: Jim Fountain cell # 810-620-0755 fax # 855-629-4643**  
**Email: jfountain@knapheide.com**



cityofnovi.org

**CITY OF NOVI**  
**TRUCK AND HOOK LIFT SYSTEM**

**BID FORM**

We, the undersigned as bidder, propose to furnish to the City of Novi, according to the specifications, terms, conditions and instructions attached hereto and made a part thereof:

Equipment Only \$ 29,450.<sup>00</sup>

**A. CAB & CHASSIS WITH EQUIPMENT, as specified** \$ \_\_\_\_\_ Lump Sum

Chassis Year, Make & Model \_\_\_\_\_

**B. OPTIONAL ATTACHMENTS (Must be bid individually; do not include these prices in A.)**

1. Provide & install 10 ft. Crysteel E Tipper dump body

\$ 9,250.<sup>00</sup> Lump Sum

2. Provide & install 10 ft. Flatbed stake Rack

\$ 7,435.<sup>10</sup> Lump Sum

3. Provide & install 10 ft. Portable tool crib enclosed

\$ 13,655.<sup>10</sup> Lump Sum

Delivery (after receipt of order) 90 - 120 Days

We acknowledge receipt of the following Addenda: \_\_\_\_\_  
(please indicate numbers)

**EXCEPTIONS TO SPECIFICATIONS: All exceptions must be clearly indicated in bid.**

**COMMENTS:** Bidding a Stellar Hooklift system in place of the Swaplander system this was pre-approved as equal by city of Novi. Also bidding a Henderson dump body in place of the Crystal dump body, this was also pre-approved as equal by the city of Novi.

**NON-IRAN LINKED BUSINESS**

By signing below, I certify and agree on behalf of myself and the company submitting this proposal the following: (1) that I am duly authorized to legally bind the company submitting this proposal; and (2) that the company submitting this proposal is not an "Iran linked business," as that term is defined in Section 2(e) of the Iran Economic Sanctions Act, being Michigan Public Act No. 517 of 2012; and (3) That I and the company submitting this proposal will immediately comply with any further certifications or information submissions requested by the City in this regard.

**THIS BID SUBMITTED BY:**

Company (Legal Registration) Knappheide Tractor Equipment Company

Address 1200 South Averill Avenue

City Flint State MI Zip 48503

Telephone 810-620-0755 Fax 855-629-4643

Representative's Name Jim Fountain

Representative's Title Sales Representative

Authorized Signature 

E-mail jfountain@knappheide.com

Date 1-19-2017











## MEMORANDUM



**TO:** CARL JOHNSON, FINANCE DIRECTOR  
**FROM:** SUE MORIANTI, PURCHASING MANAGER  
**SUBJECT:** AWARD OF ONE TON DUMP TRUCK WITH HOOK LIFT SYSTEM  
**DATE:** FEBRUARY 7, 2017

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The bid from Varsity Ford for the F550 truck with a gas engine (with equipment from Knapheide) was the lowest bid meeting all specifications. The Jorgensen Ford bid, which was the next low bid, included a V-10 engine when we specified a V-8. Mike Rhatigan, Fleet Manager, specified a V-8 because it has more horsepower than the V-10.

When we bid these trucks, we often get multiple bids from the same vendor quoting a price with equipment from Knapheide Equipment and a separate bid with equipment from Truck & Trailer Specialties. In this bid, some vendors also quoted bids for a gas engine & a diesel engine with equipment from each company, resulting in a potential of four bids per vendor.

Varsity Ford stapled their diesel engine bid & gas engine bids together for each equipment company, so I didn't see the two gas engine bids and didn't read them aloud at the bid opening. I found them afterwards as I was going through the bids to create the bid tab and scan them. There were several people at the bid opening, so I emailed the bid tab to all of the bidders to inform them about the two additional Varsity Ford bids that hadn't been read aloud.

Jorgensen Ford is correct that Varsity did not provide a bid bond. However, we are allowed to disregard that irregularity if we determine that it's in the best interest of the City. We include the following language in two places in the bid package: "The City reserves the right to accept any or all alternative bids and award a contract to other than the lowest bidder, to waive any irregularities or informalities or both; to reject any or all bids; to subdivide the award, and in general to make the award of the contract in any manner deemed by the City, in its sole discretion, to be in the best interest of the City of Novi." In this case, the City determine that the absence of the bid bond was not a significant enough reason to disqualify the bid as the City has history of doing business with this local vendor without any issues.

CITY OF NOVI  
 TRUCK & HOOK LIFT SYSTEM (1 TON SWAPLOADER)  
 TUESDAY, JANUARY 24, 2017 11:00 A.M.

Company	Valley Truck Parts	Wolverine Truck (Truck & Trailer Equipment)	Wolverine Truck (Knapheide Equipment)	Jorgensen Ford (Truck & Trailer Specialties Equipment)	Jorgensen Ford (Knapheide Equipment)	VIP Truck Center (Truck & Trailer Specialties Equipment)	Varsity Ford (Knapheide Equipment)
<b>A. CAB &amp; CHASSIS WITH EQUIPMENT (lump sum)</b>	N/A	\$ 75,136.00	\$ 68,802.00	\$ 72,888.00	\$ 67,000.00	\$ 76,060.00	\$ 66,887.00
Chassis year, Make, Model		2017 Ford F550 4x4	2017 Ford F550 4x4	2017 Ford F550,	2017 Ford F550,	2017 Ford F550	2017 Ford F550 4x4 chassis,
Engine		Gas	Gas	Gas	Gas	Gas	Gas
<b>B. BASE ATTACHMENTS</b>							
#1 - 10' Cyrsteel E Tipper Dump Body	\$ 14,050.00	\$ 8,025.00	\$ 9,250.00	\$ 8,025.00	\$ 9,250.00	\$ 8,025.00	\$ 9,250.00
#2 - 10' Flatbed stake rack	\$ 13,286.80	\$ 8,726.00	\$ 7,435.00	\$ 8,726.00	\$ 7,435.00	\$ 8,726.00	\$ 7,435.00
#3 - 10' Portable tool crib enclosed	\$ 13,794.00	\$ 16,861.00	\$ 13,655.00	\$ 16,861.00	\$ 13,655.00	\$ 16,861.00	\$ 13,655.00
<b>TOTAL</b>	<b>\$ 41,130.80</b>	<b>\$ 108,748.00</b>	<b>\$ 99,142.00</b>	<b>\$ 106,500.00</b>	<b>\$ 97,340.00</b>	<b>\$ 109,672.00</b>	<b>\$ 97,227.00</b>
Delivery (ARO)	12 weeks	180-240 days	90-120 days	180-240 days	180-240 days	180-240	180-240 days
Bid bond included?	Yes	Yes	Yes	Yes	Yes	Yes	No
Notes					Engine is 6.8L V10. Dump body is Henderson MKIII	Snow prep package added to meet Ford Warranty Requirements	

CITY OF NOVI  
 TRUCK & HOOK LIFT SYSTE  
 TUESDAY, JANUARY 24, 201

Company	Varsity Ford (Knapheide Equipment)	Varsity Ford (Truck & Trailer Specialties Equipment)	Varsity Ford (Truck & Trailer Specialties Equipment)
<b>A. CAB &amp; CHASSIS WITH EQUIPMENT (lump sum)</b>	<b>\$ 74,297.00</b>	<b>\$ 73,221.00</b>	<b>\$ 80,631.00</b>
<b>Chassis year, Make, Model</b>	2017 Ford F550 4x4 chassis	2017 Ford F550 4x4 chassis	2017 Ford F550 4x4 chassis,
<b>Engine</b>	Diesel	Gas	Diesel
<b>B. BASE ATTACHMENTS</b>			
<b>#1 - 10' Cyrsteel E Tipper Dump Body</b>	\$ 9,250.00	\$ 8,025.00	\$ 8,025.00
<b>#2 - 10' Flatbed stake rack</b>	\$ 7,435.00	\$ 8,726.00	\$ 8,726.00
<b>#3 - 10' Portable tool crib enclosed</b>	\$ 13,655.00	\$ 16,861.00	\$ 16,861.00
<b>TOTAL</b>	<b>\$ 104,637.00</b>	<b>\$ 106,833.00</b>	<b>\$ 114,243.00</b>
<b>Delivery (ARO)</b>	180-240 days	180-240 days	180-240 days
<b>Bid bond included?</b>	No	No	No
<b>Notes</b>			