



## CITY COUNCIL ACTION REPORT

November 7, 2006

TO: Phillip L. Nelson, City Manager

FROM: Brian P. Murphy, Assistant City Manager/Economic Development Services  
Jeanette Bennett, Purchasing Director  
Timothy L. Richnak, Public Works Director

SUBJECT: Bid Waiver - Purchase of a Spaulding RMV 4-ton Diesel Hot Asphalt Patcher

### Background:

- The Spaulding 4-ton hot asphalt patcher is used in the repair and maintenance of asphalt and concrete roads, sidewalks, and parking lots.
- On September 20, 2006, the City of Rochester Hills awarded a contract to the low bidder, Bell Equipment Company of Lake Orion for one (1) Spaulding RMV 4-ton Hot Asphalt Patcher, as a result of an informal bid process.
- Rochester Hills does not have to formally bid contracts under \$25,000.00; therefore, a request for quotation was conducted instead.
- 37 vendors were notified of the quote, 18 via the MITN system and 17 by mail. A total of 3 quotes were received.
- Bell Equipment has agreed to extend the pre-trade price of \$12,200.00 as proposed to the City of Rochester Hills.

### Financial Considerations:

- Funds are available in the Streets General Capital Account 401464.7978.010.

### Legal Considerations:

- The equipment was competitively quoted and vendors given the opportunity to respond with their level of interest.
- Formal bidding procedures are waived, as no benefit would be derived from soliciting formal bids.

### Policy Considerations:

- Hot asphalt patching is considered to be a highly efficient and cost effective way in maintaining roads and parking lots. (Goal I)

### Options:

- City management is requesting a waiver of the formal bid process and authorization to purchase one (1) Spaulding 4-ton Diesel Hot Asphalt Patcher from Bell Equipment Company as quoted through the City of Rochester Hills request for quotation process at an estimated total cost of \$12,200.00.

# *Bell* Equipment Company

**Michigan Office:**  
78 Northpointe Drive  
Lake Orion, Michigan 48359  
Phone: (248) 370-0000  
Fax: (248) 370-0011

**Ohio Office:**  
4137 Park Ave. West  
Mansfield, Ohio 44903  
Phone: (419) 589-2355  
Fax: (419) 589-5525

October 23, 2006

Ms. Emily Frontera  
City of Troy  
Department of Public Service  
4693 Rochester Road  
Troy, MI 48085

**RE: Piggyback Purchase of Spaulding 4 Ton Diesel Hot Patcher  
via the City of Rochester Hills Purchase Order**

Dear Emily,

Per your request, I am pleased to offer the following proposal for your review and approval.

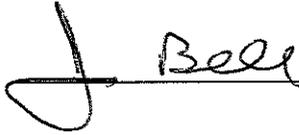
As you are aware, we were awarded the bid for the purchase of one (1) Spaulding RMV 4 Ton Diesel Hot Patcher with the City of Rochester Hills, Michigan. The purchase price for this unit was \$ 12,200.00 before trade in. We are not interested in taking in any additional trades, however we will honor the pre-trade price of \$ 12,200.00. A copy of the City's purchase order is included for your review.

This letter is to serve as our official notice that we will allow the City of Troy to purchase one (1) unit at the same price of \$ 12,200.00. This offer is good for a period not to exceed 45 days.

- Four (4) ton capacity.
- Diesel fired burner.
- Tandem axle.
- Triple wall insulated.
- Automatic temperature control.
- 50-500 thermometer in back of hopper.
- Skid plate platform.
- Electric brakes.
- Solvent tank.
- Spare tire & rim.
- Painted orange (Dupont #31).

Complete specifications have been forwarded to your Superintendent of Fleet Maintenance, Sam Lamerato.

If any additional information is needed, please do not hesitate to contact me. Thank you for your interest in Spaulding and Bell Equipment Company.

A handwritten signature in black ink, appearing to read "J Bell". The signature is written in a cursive style with a large, looped initial "J".

James Bell Jr. – President, Bell Equipment Company



**CITY OF ROCHESTER HILLS  
REQUEST FOR QUOTATION  
4 TON TRAILER MOUNTED HOT ASPHALT PATCHING UNIT**

The City of Rochester Hills is soliciting quotations for one (1) new 4- ton trailer mounted hot asphalt patching unit. The unit shall be used to replace the City's current asphalt patching unit.

Unit prices are requested, FOB City of Rochester Hills, Department of Public Service, 511 E. Auburn Road, Rochester Hills, MI 48307.

If you are interested in providing a quotation, please fill in the following information and fax back by: **Tuesday, September 12, 2006**. All questions and/or quotations should be directed to the attention of: Julie Hamilton, Purchasing Analyst, Phone: 248/ 841-2537 Fax 248/608-8178.

**SCOPE OF WORK:**

The City of Rochester Hills Fleet Division requests quotations for one (1) new 4- ton trailer mounted hot asphalt patching unit. The storage unit will be used by the City of Rochester Hills street maintenance and repair crews to store, heat, transport, and dispense asphalt mixes as needed to repair potholes and damage to road surfaces on City streets. The storage unit offered shall be the manufacturer's latest model. The unit must have an established record of components and materials furnished shall be new and at least of standard quality currently used commercially, conforming to current engineering and manufacturing practices.

See quote form for specifications regarding this purchase.

**GENERAL REQUIREMENTS:**

Municipalities are exempt from Michigan State Sales and Federal Excise taxes. Prices quoted shall not include Federal or State taxes. The City will furnish the successful bidder with tax exemption certificates upon request.

The City of Rochester Hills shall reserve the right to terminate the contract without penalty upon 30 days written notice due to poor performance or for any reason deemed to be in its best interest. A designated representative of the City of Rochester Hills will be solely responsible for determining acceptable performance levels. His/her decision will be deemed in the City of Rochester Hills' best interest and will be final. The City of Rochester Hills reserves the right to re-award the contract to the second most qualified proposal, re-bid the contract, or do whatever is deemed to be in its best interest.

The successful bidder must meet and provide all requirements as outlined in the specifications package contained herein. The quote form contains general specifications which are used as the basis for the overall bid evaluation. All quotes shall be in conformance with and subject to Specifications and other quote documents as contained herein.

No bidder may withdraw a quote after the actual date of the opening thereof except in a case where the bidder demonstrates to the City's reasonable satisfaction that a material and substantial mistake was made in preparing the quotation, in which event the bidder shall have 24 hours after the opening of the quote to deliver to the City a notice, in writing, that the bidder desires to withdraw the quotation and state the reasons therefore. Once a quotation is withdrawn, it may not be re-quoted.

The City reserves the right to reject any and all quotes; and to waive any defect or irregularity in quotes. The City reserves the right to accept any separate item in the quote; and to accept the quote that in the opinion of the City is to the best advantage and interest of the public.

The City of Rochester Hills reserves the right to split or abstract any or all quote proposals and award multiple contracts from the same quotation based on price, availability and service when in its judgment it best serves the City of Rochester Hills.

The City may modify the QUOTE prior to the deadline for submission of proposals by issuance of an addendum to all parties who have been furnished the Bid for proposal purposes. The City of Rochester Hills officially distributes bid documents from the Purchasing Division or through the Michigan Intergovernmental Trade Network (MITN). Copies of bid documents obtained from any other source are not considered official copies. Only those vendors who obtain bid documents from either the Purchasing Division or the MITN System are guaranteed access to receive addendum information, if such information is issued. The first step to do business with the City is to become a registered vendor by visiting the City website at [www.rochesterhills.org](http://www.rochesterhills.org), click on City Services, Purchasing, Bid Opportunities and link to MITN website. Final bid results will be posted on the MITN website after award.

All quoted prices shall remain in effect for at least ninety (90) days from the date of the bid opening to allow for the award of the quote. All prices are to be F.O.B. delivered to the City of Rochester Hills, Department of Public Service facility at 511 East Auburn Road.

No Quote will be accepted from, or contract awarded to any person, firm, or corporation that is in arrears or is in default to the City of Rochester Hills upon any debt or contract, or that is in default as surety or otherwise, or failed to perform faithfully any previous contract with the City of Rochester Hills.

All correspondence or inquiries from interested vendors regarding this quotation shall be directed to the attention of:

Bruce Halliday  
Fleet Manager  
Department of Public Service Garage  
511 E. Auburn Road  
Rochester Hills, Michigan 48307  
248-841-2659

Julie Hamilton, C.P.P.B.  
Purchasing Analyst  
Purchasing Division  
1000 Rochester Hills Drive  
Rochester Hills, Michigan 48309  
248-841-2537

Only those persons designated above are authorized to seek additional information from prospective firms regarding their proposals. Correspondence or inquiries made directly to firms regarding their proposals from all other persons are to be directed to those City employees designated above for appropriate review and response.

**All inquires shall be made by Tuesday, September 5, 2006 at 5:00 p.m. (local time)**, in order that a written response in the form of an addendum can be processed before the proposals are opened. Inquiries received after that date will not be considered.

The City cannot promise, warrant or guarantee confidentiality nor that the information presented will be exempt from disclosure under the FOIA. The City may honor requests for confidentiality only to the extent that FOIA permits.

**Any deviations from the specifications must be noted in the proposal.**

The City of Rochester Hills reserves the right to waive any informalities, or immaterial omissions or defects not involving price, time or changes in the work and to reject any or all proposals, if to do so is deemed in the best interest of the City. In the case of error in the extension of prices in the quote or other arithmetic error, the unit price shall govern. In no event will an award be made until all necessary investigations are made as to the responsibility and qualifications of the vendor to whom it is proposed to make such award. Any contract awarded to a person or company who is discovered to have been in default or disqualified at the time of the awarding of the contract shall be voidable at the discretion of the Mayor of the City of Rochester Hills.

**THE CITY OF ROCHESTER HILLS RESERVES THE RIGHT TO REJECT ANY AND ALL QUOTES**

The contractor shall advise the City of any work that will be subcontracted out. Any subcontractor shall be bound by the terms and conditions of this contract.

**SUBMISSION OF QUOTATIONS**

Each bidder must use the attached quote form and specifications to submit their quote. Quotes shall be in conformance with and subject to the instructions in the quote documents. The Quote Form must be completed entirely and submitted with the Proposal.

**NOTICE TO BIDDERS**

Examples shown are listed to indicate the type and class of equipment desired. Bidders are cautioned to read the specifications carefully, as there may be special requirements not commonly offered by the equipment manufacturer. Bidders are cautioned that any units delivered to the F.O.B. point which do not meet the specifications in every aspect, will not be accepted.

**CHANGES AND ADDENDA**

Each change or addendum issued in relation to this quote will be on file in the Purchasing Division and posted on the MITN system.

It shall be the bidder's responsibility to make inquiry as to the changes or addenda issued. All such changes or addenda shall become a part of the contract and all bidders shall be bound by such changes or addenda. Addendums will be posted on the MITN system.

**METHOD OF PAYMENT**

Advanced payments will not be authorized. Payments will be made on a time and materials basis and acceptance of services rendered.

Payment shall be made from supplier's invoice submitted to cover items received and accepted during the billing period. Invoices must contain the purchase order number under which the contract is awarded.

Partial payments are not authorized on individual written purchase orders issued for this procurement. Payment will be made upon final delivery and acceptance of all supplies ordered on each purchase order issued.

**ALTERNATE BIDS**

Bidders are cautioned that any alternate bid, unless requested by the Purchasing Division, or any changes, insertions, or omissions to the terms and conditions, specifications, or any other

requirements for this bid, may be considered non-responsive, and at the opinion of the City, may result in rejection of the bid.

**AWARD**

The bid will be awarded to that responsible, responsive bidder whose bid, conforming to this solicitation, will be most advantageous to the City such as price, availability and other factors considered. The City reserves the right to accept or reject any or all quotations, in part or whole and to waive informalities and minor irregularities in quotes received.

**CITY OF ROCHESTER HILLS  
REQUEST FOR QUOTATION  
4 TON TRAILER MOUNTED HOT ASPHALT PATCHING UNIT**

**QUOTE FORM**

The City of Rochester Hills Fleet Services Division requests quotations for the following equipment. Please specify information as required below and make note of any exceptions, substitutions, or deviations from the specifications provided hereafter.

**GENERAL**

This specification is not to be interpreted as restrictive, but rather as a measure of the safety, quality and performance against which all equipment quoted will be compared. The storage unit will be used by the City of Rochester Hills street maintenance and repair crews to store, heat, transport, and dispense asphalt mixes as needed to repair potholes and damage to road surfaces on City streets. The storage unit offered shall be the manufacturer's latest model. The unit must have an established record of components and materials furnished shall be new and at least of standard quality currently used commercially, conforming to current engineering and manufacturing practices. Materials shall be free from defects that adversely affect the function or appearance of the finished unit. All equipment listed on manufacturer's specification sheet as standard equipment shall be included whether or not indicated in these specifications. At time of delivery, completed vehicle shall conform to all applicable U.S. Department of Transportation Federal Motor Vehicle Safety Standards and O.S.H.A. regulations.

**COMPLIANCE TO SPECIFICATIONS**

Any deviation from the specification, or where submitted literature does not fully support the meeting of specifications, must be clearly cited in detail, in writing by the bidder and submitted with the bid. *NO verbal interpretations will be accepted.*

Bidder shall complete every space in the right hand column with an "X" to indicate the specification is being EXACTLY met, or, with a description of ANY DEVIATION from the specification. **Failure to complete every space on this form may disqualify bid!**

**LITERATURE**

Bidder shall submit with this bid the latest printed specifications and advertising literature on the unit and all additional equipment proposed. Include any video demo information on DVD or VHS cassette format. (Please identify attached material). \_\_\_\_\_

**DEMONSTRATION**

Bidder shall be prepared to provide a minimum of eight hours of demonstration with the model being proposed. (Necessity of demonstration will be at the discretion of the City. Time and location of demonstration shall be mutually agreed upon by the bidder and the City). \_\_\_\_\_

**HOPPER**

4-ton capacity, manufacturer's standard hopper wall design, construction, and thickness of steel shall be furnished. Hopper shall be completely insulated with 2 inch industrial high temperature insulation secured in place between the heat chamber and outer skin. Welds shall be in accordance with the highest of welding practices and shall be continuous the full length of the floor and sides, inside and out. Hopper shall

be covered with 2 insulated doors that open and act as a funnel when filling hopper. Loading door handles to be held in position during transport with positive safety lock. The top of the hopper and/or door design shall keep rain out and prevent the build-up of asphalt that would prevent the doors from closing properly. The door hinges shall be roller bearing type (piano hinges not accepted) protected or designed to prevent asphalt accumulation in the hinge area. The ¼” steel hopper floor shall be designed and heated per the manufacturer’s standard design. Rear hopper access door shall be “guillotine” metering type with 4 roller bearings and V guide tracks. Door shall positively lock in any one of 4 metering positions. The entire surface of the shoveling table shall be heated and allow asphalt to be removed with a shovel from the ground in an ergonomically acceptable manor. Hopper shall have a 3” dial type thermometer with a range from 50°f to 500°f located on the back of the hopper in view of the operator(s). A non-slip (grip strut or equal) hopper access platform with appropriate grab handles shall be provided to enable easy access for cleaning and inspection.

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**ASPHALT HEATING SYSTEM**

Storage hopper shall have a diesel fired heating system that prohibits flame from coming into direct contact with asphalt material. Material shall be heated through floor and sides of hopper. System shall consist of a stainless steel diesel burner and heat chamber system. Burner shall be thermostatically controlled with digital read out for temperature setting. All burner components shall have easy access for maintenance. 12 volt automatic ignition and safety shut off for flame out and or excessive temperature. Burner system shall be furnished with all necessary hoses, fittings, valves, pumps, controls and regulators. Diesel tank shall have a fuel level gauge and lockable fill cap and be of sufficient capacity to permit 12 hours of continuous patching operations at 20°f. Fuel tank location shall not impede access to hopper platform. Controls shall be mounted facing forward curbside.

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**ELECTRICAL**

12-volt battery pack with protective enclosure. All exposed wiring shall be color-coded and protected by loom placed in metallic conduit. On board battery charger.

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Amber warning lighting shall be LED (light emitting diode) type. Amber warning lighting shall include Manufacturer’s premium “visibility package”. All lighting shall be protected from hot asphalt during loading operations by metallic shields. Warning light on off switch shall be mounted on the burner control panel.

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**SOLVENT TANK**

Bolt-on solvent tank located next to work table mounted low enough to allow for easy access shall hold 2 shovels. Splash-resistant curtain. Minimum 1½” drain plug without extension piping for clean out. Tank shall have a hinged bottom mount and detachable upper mount which shall allow tank to be dumped to rear, minimum of 90° from normal position. Shovels shall not obstruct view of rear lighting.

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**TRAILER**

Trailer shall be appropriately constructed for the weight and size of the patching machine. Trailer shall include bolt on fenders, tandem axles with leaf spring suspension, electric brakes acting on all wheels with emergency break away activation. All trailer components shall meet or exceed the trailer GVW rating.

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Tires shall be sized and load rated to accommodate a fully loaded trailer (tools,

equipment, fully loaded asphalt hopper and solvent tank).

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Trailer hitch shall be a bolt on lunette eye having a minimum inside diameter of 3 Inches and shall be of the appropriate size for the trailer GVW rating. The lunette eye shall be adjustable in 2 inch increments from a minimum of 22 inches to 34 inches in order to keep the trailer in a level position regardless of tow vehicle hitch height. Trailer shall be equipped with safety chains and hooks of the type approved by USDOT, FMVSS, and SAE J697.

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Trailer shall have a crank type retractable parking jack with pad mounted in a location that will not interfere with truck hook up and or turning.

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All trailer lighting (stop, turn, tail and marker) shall be LED (light emitting diode) type. All lighting shall have factory sealed weatherproof plug-in type harnesses. Connection to tow vehicle shall be a standard DOT 7 round pin connector. Conspicuity sheeting and reflectors conforming to DOT specifications on sides and rear of unit.

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**PAINT**

Entire machine including all bolt on parts shall be sand blasted prior to painting with high temperature heat resistant paint. All accessory bolt on parts shall be painted prior to assembly to chassis. Use of self tapping screws shall be minimized and shall not be installed through final paint finish. All wiring, switches, valves, gauges, regulators etc. shall not be painted. Machine color shall be highway orange or red.

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Every effort shall be made by the manufacturer to prevent corrosion from occurring in and on the unit. Please describe in detail how materials, metal prep, priming, painting and any other processes or methods are used during construction to preclude corrosion.

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**ADDITIONAL EQUIPMENT / REQUIREMENTS**

- Three (3) full sets of keys.
  - Slow moving vehicle triangle, rear of unit.
  - One mounted spare tire and wheel, identical to tires and wheels supplied on unit.
  - Owners/operators manual (2 copies).
  - Factory shop service manual.
  - Factory parts manual.
  - Complete electrical system wiring diagram.
  - 3 spare nozzles for diesel burner.
  - Lockable tool box mounted on front of trailer.
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**PARTS AND SERVICE**

State name and location of factory certified parts and service provider nearest to the City of Rochester Hills DPS yard, 511 East Auburn Road, Rochester Hills, MI.

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Bidder shall be prepared to provide a tour of its parts and service facility to satisfy the city of bidder's ability to provide adequate parts and service during warranty period and beyond.

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**WARRANTY**

Machine and all components shall have as a minimum, one-year warranty on parts and labor. Include documentation outlining manufacturer's standard warranty and any available extended or additional available warranty(ies). Include cost(s) for extended and or additional warranty(ies).

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**DELIVERY**

Unit shall be completed and ready for pre-delivery inspection no more than 60 days from receipt of purchase order. Unit and all other specified tools, parts, manuals and equipment shall be delivered FOB 511 East Auburn Road Rochester Hills, MI.

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**TRADE-IN ALLOWANCE:**

The City may, at its option, provide one 4- ton trailer mounted hot patcher for trade-in. This unit is identified as City unit 39-206 (1999 Spaulding RMV S/N T4991602-86). This unit is available for inspection at 511 E. Auburn Rd. Rochester Hills, MI. Contact Bruce Halliday at (248)852-5456 to arrange appointment for inspection.

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**COST, TERMS AND DATES:**

Cost as proposed, new, 4-ton trailer mounted hot asphalt patching unit: \$ \_\_\_\_\_

Less trade-in of 39-206: (\$ \_\_\_\_\_)

**NET COST TO THE CITY:** \$ \_\_\_\_\_

The undersigned hereby declares that he/she has carefully examined the general conditions and specifications and will provide one (1) new 4- ton trailer mounted hot asphalt patching unit as described herein for the price set forth in this proposal. Any changes to the specifications and its impact on the final cost will be discussed and mutually agreed upon before the delivery of the product.

It is understood that all proposed prices shall remain in effect for at least ninety (90) days from the date of the proposal opening to allow for the award and that, if chosen the successful vendor, the prices will remain firm through invoice.

The proposer affirms that he/she is duly authorized to execute this proposal, that this company, corporation, firm, partnership or individual has not prepared this proposal in collusion with any other proposer and that the contents of this proposal as to prices, terms or conditions have not been communicated by the undersigned, nor by any employee or agent, to any competitor, and will not be, prior to the award and the proposer has full authority to execute any resulting contract awarded as the result of, or on the basis of the proposal.

The submission of a proposal hereunder shall be considered evidence that the proposer is satisfied with respect to the conditions to be encountered and the character, quantity and quality of the work to be performed.

**CITY OF ROCHESTER HILLS  
REQUEST FOR QUOTATION  
4 TON TRAILER MOUNTED HOT ASPHALT PATCHING UNIT**

**QUOTE FORM**

**COMPANY INFORMATION**

COMPANY: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP: \_\_\_\_\_

AUTHORIZED REPRESENTATIVE'S NAME: \_\_\_\_\_

SIGNATURE: \_\_\_\_\_ TITLE: \_\_\_\_\_

PHONE: \_\_\_\_\_ FAX: \_\_\_\_\_

DATE: \_\_\_\_\_

RFQ-RH-06-111 4-Ton Trailer Mounted Hot Asphalt Patching Unit			
	Bell Equipment Company 78 Northpointe Drive Lake Orion MI 48359 James L. Bell 248.370.0000	Keizer-Morris Intl. Inc. PO Box 85 Imlay City MI 48444 Clifford Cameron 810.724.1599	Falcon RME 120 Waldo Ave Midland MI 48642 Mike Groulx 989.495.9332
Literature:	Spaulding RMV 4-Ton Diesel Trailer Mounted Hot Asphalt Patching Unit 45-60 days delivery ARO Literature attached	KM-8000TED, 4-Ton Asphalt Hot Box/ Reclaimer Unit as an exception. Unit has some basic manuf design differences from specs. It will meet requiremt of storing asp., heating, transporting asphalt. The unit is also capable of reclaiming asphalt. Literature attached	Falcon Road Maintenance Equipment Incorporated 4-Ton Hot Patcher Product Specifications Literature attached Price quote lists included items
Demonstration:	X	X	X
Hopper:	X	Exception: See Spec 3.0 Storage Bin	X
Asphalt Heating System:	X	X	X
Electrical: 12-volt battery pack w/color..	X	X	X
Amber warning lighting to be LED	X	X	X
Solvent Tank:	X	X	X
Trailer: Weight & Size	X	Exception: See Spec 8.0 Trailer	X
Accommodate Tank	X	X	X
Trailer Hitch	X	X	X
Parking Jack	X	X	X
Trailer Lighting	X	X	X
Sheeting & Reflectors DOT Conforming	X	X	X
Paint:	X	Exception: See Explanation	X
Details to prevent corrosion:	Sandblast to 20% of mill thickness. Prime w/epoxy primer w/rust inhibitor. Two coats urethane paint to a 7-10 mill thickness, high temp/heat resistant paint per spec.	Note: We do not sand blast prior to paint. New metal is welded into final assembly. Prior to paint, metal is prepared in accord. w/PPG Paint specs, metal is ganded, deburred and wiped down with Naptha or other cleaning agent, primed & Painted.	All components are removed & sand blasted prior to painting to ensure there is paint behind the bolt-on parts. All metal is sand blaster. A self-etching epoxy primer is applied and urethane finish is applied (7-8 mills thick).
Additional Equip/Requirements:			
Three full sets of keys	X	X	n/a
Slow moving triangle/rear of unit	X	X	X
Spare Tire/Wheel (same on unit)	X	X	X
2-Copies of Owner's Manual	X	X	X
Factory shop service manual	X	X	X
Factory parts manual	X	X	X
Electrical sys. wiring diagram	X	X	X
3-spare nozzles for diesel burner	X	X	X
lockable tool box (front mount)	X	X	X
Parts & Service:	Bell Equip Co, 78 Northpoint Dr, Lake Orion, MI	Keizer-Morris Intl. 5858 Belle River Rd, Imlay City MI 48444	Midland, Michigan 106-miles
ID nearest fac. cert. parts & svcs provider			
Tour	X	X	X
Warranty:			X
Min. 1-yr; include costs, ext. warr costs	X	X	X Additional year \$1,200
		Ext warranty \$941.25 each yr up to 5-yr	
Delivery: 60-days after receipt of PO	45-60 days ARO	PO and 60-days	X
Trade-In Allowance-OPTION:	X (\$2,850.00)	X	X
Cost, Terms & Dates:			
Cost as proposed	\$12,200.00	\$18,825.00	\$17,629.00
Less Trade in of 39-206	-\$2,850.00	-\$900.00	-\$750.00
NET COST TO THE CITY:	\$9,350.00	\$17,925.00	\$16,879.00
AWARDED TO: BELL EQUIPMENT			