

VIA ELECTRONIC MAIL

March 9, 2011

Charlie Mathews, Representative
Ring Power Corporation
550 World Commerce Parkway
St. Augustine, FL 32092

RE: Invitation To Bid (ITB) 110151 – Aerial Device (Bucket Truck)

Dear Mr. Matthews,

This letter is in regard to the above subject ITB where the primary item bid by Ring Power was not the lowest responsive bid (\$171,449.54) received by the City (see attached Bid Tabulation) .

However, the Ring Power bid included an optional price for a bucket truck with Freightliner chassis at a total cost of \$161,595.00; which our Fleet Services Division would like to consider further; provided the Freightliner/Terex combination is determined to meet the requirements and provide the best value to the City.

The Item Description/Specification submitted in Ring Power's initial bid regarding the chassis; appears solely applicable to an International 7400. To receive further consideration, your firm should complete and submit the attached Item Description/Specification Checklist with responses applicable to the Freightliner Chassis and Terex Aerial Device.

Also, additional information is required in regard to the Terex aerial device.

- (1) Expand on compliance with General Specification 1.1, specifically the "dielectrically tested insulated control handle," by providing documentation regarding a tested unit as an example.
- (2) Provide information as to (a) what is specifically involved, and (b) what is the cost of the annual Terex service inspection included under paragraph 4 of the Limited Product Warranty.
- (3) Expand on compliance with General Specification 1.2, specifically whether the product is painted with a Powder Coat Paint Process or single, two or three stage paint process.



Purchasing Division
2010 Griffin Road, Leesburg, FL 34748
Phone: (352)728-9880 / Fax: (352)326-6618
E-mail: purch@leesburgflorida.gov

(4) Expand on compliance with General Specification 16.2.

Please respond by email to purch@leesburgflorida.gov by 10:00 AM, March 14, 2011. Should a response not be received by this deadline the proposed option will not be considered further.

Should you have any questions please contact me at (352)728-9880.

Respectfully,

A handwritten signature in black ink that reads "Mike Thornton". The signature is written in a cursive, flowing style.

Mike Thornton
Purchasing Manager
City of Leesburg

ITEM DESCRIPTION/SPECIFICATION	YES	NO
7.5. Bidder is to supply a self-directed, computer based training (CBT) program. This program will provide basic instruction in the safe operation of this aerial device. This program will also include and explain ANSI and OSHA requirements related to the proper use and operation of this unit.		
7.6. Warranty on structural integrity of the following major components is to be warranted for so long as the initial purchaser owns the product: Booms, boom articulation links, hydraulic cylinder structures, outrigger weldments, pedestals, subbases and turntables.		
7.7. Supply copy of manufacturer's warranty with bid.		
7.8. Vendor to state number of years in business as a utility equipment supplier of aerial devices _____.		
8. TRAINING AND TOOLS		
8.1. Within 120 days of receipt of unit, a qualified technician training instructor shall provide complete training (Min. 24 Hrs.) on body mounted components for the City of Leesburg, Fleet Maintenance Division, technicians. (Min. 2 Technicians) This shall include:		
A. Onboard computer and Electrical.		
B. Diagnostics Procedures.		
C. Mechanical Diagnostics.		
D. Maintenance Procedures.		
8.2. If training is not in the Leesburg facility, vendor will pay all travel expenses.		
9. PARTS LIST AND MANUALS		
9.1. Dealer shall furnish the City of Leesburg with the following:		
A. Two (2) operator manuals.		
B. Complete repair manual.		
C. Maintenance manual.		
D. Wiring diagrams for all components.		
E. Performance/graphics/Tech. Data.		
F. Build sheet (Line Sheet).		
G. If all or part of parts list or manuals is available on CD they must be furnished in this form.		
10. CAB AND CHASSIS		
10.1. New cab and chassis with factory installed 4 X 4 (All Wheel Drive)	X	
11. CHASSIS ENGINE		
11.1. Truck engine shall be 315 HP. Minimum <i>See attached</i>		X

ITEM DESCRIPTION/SPECIFICATION	YES	NO
11.2. Engine shall be equipped with a dual stage dry-type air cleaner, spin on fuel filter, full flow oil filter and fuel/water separator.	X	
11.3 Radiator fan shall be viscous drive type.	X	
11.4 Exhaust shall be single vertical with guard.	X	
12. TRANSMISSION, TRANSFER CASE, AXLES, WHEELS & BRAKES		
12.1. Transmission shall be automatic, Allison 3500_RDS_P Transmission shift control, push button type.	X	
12.2. Transfer Case-Meritor MTC-4208.	<i>MTC-4210XL</i> Exceed	
12.3. Front axle shall be Meritor MX-12-120 13,000 pound capacity.	<i>14,000lb</i> Exceed	
12.4. Rear axle shall be Meritor RS_21_145 20,000 lbs. with 5.86 Ratio.	<i>21,000lb</i> Exceed	
12.5. Front Suspension- 14,000-lb with Shock Absorbers.	<i>14,600lb</i> Exceed	
12.6. Rear Suspension- 23,500-lb with 4500 lb Aux. Rubber Spring.	<i>See attached</i>	X
12.7. Brake System shall be full air.	X	
12.8. Front tires shall be 385-65R22.5 Goodyear G286 mounted on hub piloted wheels.	<i>See attached</i> X	
12.9. Rear tires shall be 11R22.5 Goodyear G287 mounted on hub piloted wheels.	X	
13. CAB		
13.1. Cab shall have West Coast type mirrors mounted on left and right sides.	X	
13.2. Cab interior environment shall be fully air-conditioned including a fresh air heater, ventilator defroster. System must be R134.	X	
13.3. Cab shall have full flow though ventilation for optimal temperature control and driver comfort.	X	
13.4. Windshield wipers shall be two speeds with washer and have intermittent feature.	X	
13.5. All glass shall be tinted safety glass.	X	
13.6. Truck shall have an electric horn.	X	
13.7 Truck shall have a trumpet air horn.	X	
13.8. Truck shall be equipped with AM/FM radio.	X	
13.9. Truck shall be equipped with cigarette lighter 12 volt.	X	
14. INSTRUMENTS		
14.1. Chassis gauges shall include speedometer, odometer, coolant temperature, tachometer, voltmeter, oil pressure, fuel level, air pressure and hour meter.	X	

ITEM DESCRIPTION/SPECIFICATION	YES	NO
14.2. Chassis engine instruments shall include warning light and chime for low coolant level and high coolant temperature to warn the operator of a potential problem before any damage to the engine occurs.	X	
14.3. Dash, all console switches including transmission controls and all gauges shall be illuminated.	X	
15. ELECTRICAL		
15.1. Batteries should be located in an enclosed accessible environment for long life and ease of service.	X	
15.2. Chassis shall have two (2) maintenance free batteries rated at not less than 1400 total CCA, 12 volt.	<i>Exceed</i>	
15.3. Chassis engine shall have a 100 amp. Minimum Alternator.	<i>1850 CCA</i>	
15.4. Chassis lighting shall include sealed multi-beam halogen Headlights, stop lights, tail lights, backup lights, license plate lights, clearance lights, signal lights, illuminated gauges and instrument panel, and directional lights with hazard switch.	<i>160 AMP</i>	<i>Exceed</i>
15.4. Chassis lighting shall include sealed multi-beam halogen Headlights, stop lights, tail lights, backup lights, license plate lights, clearance lights, signal lights, illuminated gauges and instrument panel, and directional lights with hazard switch.	X	
16. ACCESSORIES		
16.1. A Fire Extinguisher 5 lb. ABC shall be shipped loose.	X	
16.2. Minimum 70 Gallon fuel capacity.	<i>See attached</i>	X
16.3. A safety reflector triangle set shall be included.	X	
16.4. Electric Brake controller shall be installed in cab and wired to trailer 6 pin socket at rear of vehicle.	X	
16.5. Trailer towing air brake package with glad hands mounted at rear of truck.	X	
17. PARTS LIST AND MANUELS		
17.1. Dealer shall furnish the City of Leesburg with the following:		
A. Two (2) operator manuals.	X	
B. Complete repair manual.	X	
C. Maintenance manual.	X	
D. Wiring diagrams for all components.	X	
E. Performance/graphics/Tech. Data.	X	
F. Build sheet (Line Sheet).	X	
G. If all or part of parts list or manuals is available on CD they must be furnished in this form.	X	
18. PAINT		
18.1. White	X	
19. WARRANTY		

ITEM DESCRIPTION/SPECIFICATION	YES	NO
19.1. Vehicle must carry a Minimum of (1) One year warranty. <i>A Complete Warranty Coverage Sheet Must Accompany Returned Bids Detailing Coverage's Of Components. i.e. Transmission, Air Compressor, Tires, Etc...</i>	X	
19.2. The manufacture's warranty, which is offered with the bid, must be stated and furnished with bid documents. Differences in warranty values will be considered in the final cost evaluation of the bid.	X	
20. GENERAL SPECIFICATIONS		
20.1. Completed unit is to be delivered to the following address, cleaned, with at least ¼ tank of fuel; and ready to place in service.		
20.2. City of Leesburg 550 South 14 th . Street Leesburg Fl. 34748		
21. USE OF OTHER NAMES AND REFERENCES		
21.1. Unless otherwise stated, the use of manufacturer's name and product numbers are for descriptive purposes and establishing general quality levels only. They are not intended to be restrictive. Bidders are required to state exactly what they intend to furnish, otherwise, it is fully understood that they shall furnish all items stated.		
22. BROCHURES AND LITERATURE		
22.2. Your proposal must be accompanied by descriptive literature (marked), indicating exact items to be furnished. The term "as specified" will not be acceptable.		

Exceptions to Bid Conditions and Specifications
“AERIAL DEVICE (BUCKET TRUCK)”

The Freightliner M2 106 meets all major bid specs. Below is a list of minor variances.

11.1:

Bid Requirement: 315 HP.

Offered: 300 HP – 860 lb/ft. The 315 HP engine is only offered by International. Our 300 HP Cummins is sufficient in my opinion for the unit and is the highest HP rating we can offer that is compatible with the requested Allison 3500RDS transmission. Our 330 HP Cummins can be supplied but will require going to the Allison 3000RDS due to the higher engine torque rating of 1000 lb/ft.

12.6:

Bid Requirement: 23,500-lb with 4500 lb Aux. Rubber Spring. This is an International suspension package.

Offered: 23,000 AWD Multi-Leaf Spring Rear Suspension. This package exceeds the rear axle rating of 21,000lbs and is specifically designed for the 4x4 application.

12.8

Bid Requirement: Goodyear G286 385-65R22.5 Front Tires

Offered: Michelin XZY-3 385-80R22.5 Front Tires. Due to Goodyear tire shortages.

12.9:

Bid Requirement: Goodyear G287 11R22.5 Rear Tires

Offered: Michelin XZY-3 11R22.5 Rear Tires. Due to Goodyear tire shortages.

16.2:

Bid Requirement: 70 Gallon Fuel Capacity

Offered: In order to provide a clean back of cab, we will offer a LH under cab 50 gallon fuel tank